A U.S. DEPARTMENT OF COMMERCE WEEKLY

International Commerce

March 22, 1965

48th Conference

VOLIO
Costa Rica

CARANICAS
Greece

HAKIM
Lebanon

International Executives Association

PACHACHI
Iraq

ADEBO
Nigeria

CARADON
United Kingdom

Business Bulletins *from around the world*

BELGIUM—SABENA, Belgian national airline, carried 1,120,000 passengers in 1964, exceeding the 1 million mark for the first time.

National Institute of Statistics figures reveal closing of 173 motion picture theaters in 1963, reducing total number of such theaters to 1,259. Estimate of exhibitors indicates additional closings in 1964 exceed 100. Seating capacity at end of 1963 reduced to 634,000 from 1962 total of 703,000.

Government fiscal receipts totaled $2,792 million at end 1964, $180 million above earlier predictions and $320 million over 1963 results.

Bauer Brothers Co., Springfield, Ohio, establishes Bauer International S.A. at Brussels to engage in import, export, manufacture of machinery, machine tools, motors, parts.

FRANCE—In 1964, 368,000 new dwelling units completed, largest number constructed in any single year. Completions since 1945 total 3.6 million dwellings. Housing construction to increase to 400,000 units in 1965.

Copper-and-nickel 50 centime piece (worth about 10 cents) and silver 10-franc coin (worth about $2) to be issued shortly.

Sales of industrial plants to bloc countries include compound fertilizer plant with daily output of 1,500 metric tons to be built in Soviet Union by Potasse et Engrais Chimique, two fertilizer plants with daily output of 1,200 metric tons of ammonia and 1,800 metric tons of urea, to be built in Bulgaria by French group, Gexa, jointly with Belgian concern.

GREECE—Local press reports Government will build $6.6 million bridge to link town of Rion on Peloponnesos with Antirion on mainland; international invitation for tenders to be issued soon.

LUXEMBOURG—In December PREFILUX (Société Luxembourgeoise de Prêts et Financements) became second Luxembourg institution to offer personal loans, consumer financing. Success of Crédit Européen, International Bank of Washington subsidiary and pioneer in field, was major factor deciding establishment of new institution.

NETHERLANDS—Total imports for 1964 amounted to $7,048 million, 18% increase over 1963. Imports from U.S. rose 21% to $775 million. U.S. market share edged up to 10.9% compared with 10.8% in 1963.

KLM and Garuda Indonesian Airways agree to jointly operate Amsterdam-Djakarta run, scheduling four return flights per week.

Mobil Oil Nederland, N.V., subsidiary of Socony Mobil Oil Co., Inc., to construct oil refinery near Amsterdam. Installation, which will be completed by 1968, to have initial refining capacity of 4 million metric tons a year.

Netherlands Gas Union to construct 15 measuring and control stations this year.

PARAGUAY—Technical Planning Secretariat proposes two-year socio-economic development plan to Government. Plan, if accepted, would include tax reform to derive appropriate revenue from private resources, while encouraging not only investment but also re-investment of profits.

Ministry of Public Works is preparing study of construction of 15-kilometer super highway between Asuncion and San Lorenzo. Ministry also signed contract with bus company, El Conquistador, to establish "superpullman" bus service between Asuncion—Yguazu Falls-Sao Paulo-Rio de Janeiro, and Asuncion-Buenos Aires.

SWEDEN—Press reports that Volvo Automobile Company plans to build new factory to manufacture automobile rear axles at Köping. Factory to cost between $5 and $6 million; will employ 150 people. Move is intended to make Volvo Company self-sufficient in rear axles. These are now reported to be entirely imported, mainly from U.S.

SWITZERLAND—Therm-Aton orders nuclear fuel casings for experimental reactor of Lucens from French company Trefimetaux.

First gas pipeline to be automated by French company CSF, which will supply centralized controls using own system of telecommunication by coded impulsions "Marathon."

TANZANIA—Negotiations completed with Philips Industries of Netherlands for creation of new company, Philips Electronics E.A., Ltd., to produce radios for entire East African market. Official agreement between Tanzania and Philips expected to be signed in Netherlands in April; production to begin within year.

TURKEY—New Istanbul firm, Celik Montaj Ticaret ve Sanayi A.S., to assemble Czech JAWA motorcycles and SKODA pick-up trucks. Production expected to start in June or July at new plant being erected at Soganli.

UNITED KINGDOM—Fry-Cadbury, (Ireland), Ltd., to erect $1.68 million butter oil plant at Rathmore, County Kerry. Production to begin by March 1966; about 7 million gallons of milk to be utilized a year. Butter oil production in Ireland shows increased diversification of Irish dairy industry. Another milk factory has begun butter oil production, which is sold in Jamaica, Britain by An Bord Bainne. All Ireland's butter oil production intended for export. Current export is 500 tons a year valued at $700,000. Exports expected to rise to 1,000 tons by 1966.

Exports for 1964 amounted to $12.3 billion, 4.5% increase over 1963. Imports increased by 15% to $15.4 billion. Over year, there was substantial increase in imports of manufactured goods (26% in volume), while volume of fuel imports increased by 8%, basic materials by 7%, food by 2%.

Quota of $3.2 million c.i.f. renewed for imports of fresh grapefruit originating from Dollar Area, including U.S., during March 1-Sept. 30 period. This amount is same as in similar period 1964.

URUGUAY—National Council of Government approves signing Latin American Free Trade Association (LAFTA) Common List. Uruguay previously was only LAFTA member failing to sign.

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the cover

Distinguished spokesmen for nations in Africa, the Middle and Far East, Latin America, Europe and Canada will exchange views with their U.S. counterparts and with representatives of private enterprise and the universities at the 48th annual conference of the International Executives Association. The keynoter will be National Export Expansion Coordinator Daniel L. Goldy. Story starts on page 2.

International Commerce

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FEATURES

2 Delegates from many lands will attend 48th annual conference of International Executives Association, mapping new ways to world trade

3 Coordinating body is set up to promote state-wide California program for stimulating industrial growth and expansion of markets overseas

4. Trade Development Mission to visit Ethiopia and the Sudan next fall; attention to be focused on light capital equipment, consumer goods

8 Indiana businessmen travel to Europe seeking wider export markets for Hoosier products, find evidence that profits await U.S. manufacturers abroad

11 Industrial products, rising faster than total exports, lead way to total of $17.5 billion in sales abroad; January U.S. trade hit by dock strike

WORLDWIDE BUSINESS OUTLOOK

12 Strong export earnings and wider selection of goods at lower retail prices bring Costa Rican commercial activity to all-time fourth quarter record

20 Rhodesian economy maintains outward appearance of buoyancy but outlook is uncertain; investors reluctant to make large capital commitments

TRADE FAIRS AND CENTERS

21 American processed foods show at Tokyo Trade Center draws 600 visitors a day during first week; U.S. firms invited to Padua trade fair in June

FOREIGN GOVERNMENT ACTIONS

24 Taiwan, faced with complete phaseout of U.S. economic assistance, revises and expands statute to lure foreign private investment in important industries

INVESTMENT OPPORTUNITIES

27 Rwanda Government is interested in U.S. participation in construction of cement plant estimated to cost $1.2 million; machinery, advice sought

WORLD TRADE OPPORTUNITIES

29 Bids invited abroad
30 Leads for exporters
30 Projects opened overseas
37 International representation
39 Leads for importers
40 Visiting buyers and officials
40 New trade lists
41 Construction projects

News Books and Reports, page 44

Charting new trade paths

Forty-eighth annual IEA conference slated for March 23-24 in New York's Statler

Business, financial, governmental and diplomatic leaders will participate in the 48th annual conference of the International Executives Association in New York City, March 23-24.

"Increasing Profits in the One-Market World" will be the theme of the convention as it holds forth at the Statler-Hilton Hotel.

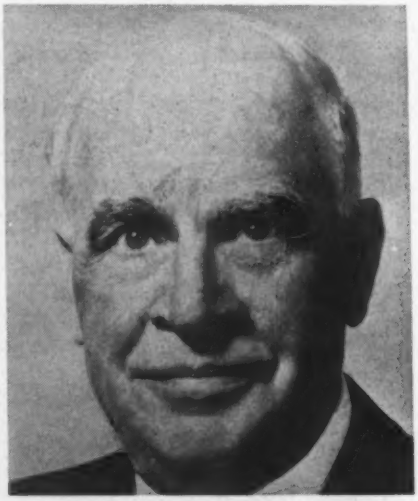
Highlights will include an evaluation of results of the White House Conference on Export Expansion and presentation of the IEA's traditional Presidents' Award to former Secretary of Commerce Luther H. Hodges. Professor John Fayerweather, international business program director for New York University's Graduate School of Business Administration, will present his paper on White House Conference results and recommendations at the Tuesday morning session and the banquet that evening will pay tribute to Hodges as he receives the award from last year's recipient, Juan T. Trippe, board chairman and chief executive officer, Pan American World Airways, Inc.

One market

Following an address of welcome by Mayor Robert F. Wagner, National Export Expansion Coordinator Daniel L. Goldy will deliver the keynote speech on "Definition—Implications—Difficulties—Desirability of the One-Market World."

In the contingent of program participants from the Department of Commerce and other Federal agencies will be E. E. Schnellbacher, assistant director of the Bureau of International Commerce; Arthur C. Rutzen, director, New York office, Department of Commerce; Richard Gardner, Deputy Assistant Secretary of State for International Organization Affairs; Richard H. McMahon, chief, Latin American Industrial Development Bureau, Agency for International Development, and Robert C. Patterson, Export-Import Bank of Washington, D.C.

From governments around the world will come a variety of officials including Lord Caradon, Minister of State for Foreign Affairs and Permanent United Kingdom Representative at the United Nations; a group of panelists on relations between developed and developing nations (Chief S. O. Adebo of Nigeria, Georges Hakim of Lebanon, Yong Shik Kim of Korea, Dr. Adnan M. Pachachi of Iraq and Fernando Volio of Costa Rica); C. P. Caranicas, Economic Minister, Embassy of Greece, Washington; V. M. Knight, Deputy Minister of Trade and Industry, Nova Scotia, Canada; Albert Oram, Parliamentary Secretary to Minister for Overseas Development, United Kingdom; Gopolo Menon, director, India Investment Center, and Dr. Pedro Delgado, Secretary General, Central American Common Market, who will address the Tuesday banquet.



HODGES

Filmed addresses

Participating through the medium of direct film addresses will be Israel's Prime Minister Levi Eshkol, Ambassador A. K. Hassouna of the United Arab Republic, and Douglas Jay, M.P., president, United Kingdom Board of Trade.

The condensed schedule for the 48th Annual IEA Conference calls for:

MARCH 23

9:45 a.m. Call to order. H. J. Stone, assistant general manager and export manager, Decca Records, Inc., and president, IEA.

10:15 a.m. Keynote address. Daniel L. Goldy, National Export Expansion Coordinator, U.S. Department of Commerce. "Definition—Implications—Difficulties—Desirability of the One-Market World."

10:55 a.m.-12 noon. Panel, "The Challenge and Problems Faced by American Companies in Organizing for the One-Market World." Discussion leader, Stefan J. Rundt, S. J. Rundt & Associates. Panelists: Jose Bejarano, Latin American operations director, Xerox Corp.; Dr. Arthur Denning, Commissioner, New South Wales; Robert Fleming, director, Africa Division, Cheechi & Co.; Francis Kettaneh, partner, Kettaneh Freres; E. E. Schnellbacher, assistant director, Bureau of International Commerce, and Frank X. White, vice president, American Metal Climax, Inc.

12:30 p.m. Get-Together Luncheon. Chairman, Grant S. Farquhar, U.S.A. coordinator, international accounts, Mobil Sales & Supply Co., and vice president, IEA. Address: Lord Caradon, United Kingdom, "The New Nations—Dangers and Hopes."

2:45-5:30 p.m. Sub-theme, "A Confrontation—Developed vs. Developing Nations: A Hard Look at Realities and Obligations." Chairman, W. J. H. Fleming, manager, licensees and associated companies, Combustion Engineering, Inc., and vice president, IEA. Moderator, Dr. Samuel P. Hayes, president, Foreign Policy Association. Panelists: Chief S. O. Adebo, Nigeria; Georges Hakim, Lebanon; Yong Shik Kim, Korea; Dr. Adnan M. Pachachi, Iraq; Fernando Volio, Costa Rica; Richard Gardner, Deputy Assistant Secretary of State for International Organization Affairs; C. P. Caranicas, Economic Minister, Royal Greek Embassy; V. M. Knight, Deputy Minister of Trade and Industry, Nova Scotia; Albert Oram, M.P., Parliamentary Secretary to Minister for Overseas Development, United Kingdom; Richard H. McMahon, chief, Latin American Industrial Development Bureau, Agency for International Development, and Gopolo Menon, director, India Investment Center.

3:50-4:00 p.m. Intermission.

4:00 p.m. Direct film addresses: Prime Minister Levi Eshkol, Israel; A. K. Hassouna, Ambassador, United Arab Republic, Secretary General, League of Arab

States, and Douglas Jay, M.P., president, United Kingdom Board of Trade.

7:00 p.m. International Banquet. Toastmaster, H. J. Stone, president, IEA. Presentation of Presidents' Award to Luther H. Hodges by Juan T. Trippe, board chairman and chief executive officer, Pan American World Airways, Inc. Address, Dr. Pedro Delgado, Secretary General, Central American Common Market: "Growth and Goals of the Central American Common Market."

MARCH 24

Morning Session. Chairman, B. P. Lane, export manager, Joy Manufacturing Co., and first vice president, IEA.

9:45-10:30 a.m. "Evaluation—White House Conference on Export Expansion." Prof. John Fayerweather, director, International Business Program, New York University Graduate School of Business Administration.

10:30 a.m.-12 noon. Panel, "Operations in the One-Market World." Chairman, Frederick Bowes, Jr., vice president-international operations, Pitney Bowes, Inc. Panelists: Dr. Sergio P. Ardemani, special assistant to president, Olivetti-Underwood Corp.; Clifford Freeman, director of international operations, G & M International, Inc.; Sham Lall, S. Lall & Associates; Herrick Lidstone, partner, Battle, Fowler, Stokes & Kheel; J. Russell Mudge, manager, International Business Development Operations, General Electric Co.; Forrest Murden, Jr., partner, Allen, Murden, Nystrom & Armstrong, Inc., and William D. Vaughn, William D. Vaughn & Co., Inc.

12:30 p.m. Joint luncheon in cooperation with International Advertising Association, Foreign Credit Interchange Bureau of National Association of Credit Management, and Commerce and Industry Association. Chairman, A. R. Flannery, deputy manager, Brown Brothers, Harriman & Co., and treasurer, IEA. Address, "Balance of Payments and Capital Markets," Dr. Henry S. Bloch, adjunct professor of public law, Columbia University; president, Zinder International, Ltd., former United Nations deputy commissioner and director for technical assistance operations.

2:45-5:00 p.m. Panel, "Sales Promotion and Advertising in the One-Market World," in cooperation with International Advertising Association. Co-chairmen: Jere Patterson, president, Jere Patterson & Associates, and William G. Moore, vice president-international operations, Batten, Barton, Durstine & Osborn, Inc. Panelists: Antoine F. Hadaya, manager, Vick International Co., Middle East area, Beirut; Alfred de Jonge, vice president-international operations, Benton & Bowles, Inc.; Joseph L. Palmer, president, FSR/Foreign Advertising & Service Bureau, Inc., and Alan M. Pottasch, vice president-marketing services, world-wide, Pepsi-Cola Co.

2:45-5:00 p.m. Panel, "Finance, Taxes and Financial Operations in the One-Market World," in cooperation with Foreign Credit Interchange Bureau of National Association of Credit Management, and Commerce and Industry Association. Moderator, Sylvester F. Majestic, vice president, Chemical Bank New York Trust Co. Panelists: William Bruton, vice president, Manufacturers Hanover Trust Co.; Joseph S. Cardinale, Momsen, Freeman & Cardinale; Robert C. Patterson, Export-Import Bank of Washington; F. R. Pinter, president, Overseas Export Corp.; Meredith C. Price, Sherwin Williams Co.; Arthur C. Rutzen, director, New York Field Office, U.S. Department of Commerce; Henry G. Sheehy, president, Foreign Credit Insurance Association; Joseph A. Sinclair, Commerce & Industry Association, and Kenneth Spang, vice president, First National City Bank.

California pushes expansion program

Sacramento offices are being established for the newly created State-wide Coordinating Council of California's World Trade Authority, working to implement an 8-point industry-trade-tourism-promoting program outlined by the Los Angeles World Trade Center Authority.

Adolph P. Schuman, president of the Lilli-Ann Corp., San Francisco, has been elected Coordinating Council chairman, and Norbert B. Moffatt, chairman of the Los Angeles World Trade Center Authority, is serving as Coordinating Council vice-chairman. The Sacramento offices will be under Osborne Pearson, Coordinating Director.

Governor Edmund G. Brown, launching the State-wide program at a luncheon in the Governor's mansion, said the goals will be to expand California's share of world markets and enlist the business community in a planned program utilizing all of the State's facilities.

Los Angeles Authority Chairman Moffatt outlined several program objectives:

► Creation of a permanent trade-lead file by direct contact and liaison with consular offices, trade organizations, the Department of Commerce, business leaders and trade representatives.

► Coordinating and assisting organizations presently engaged in world-trade activities to encourage wider participation of large and small business. The Authority also proposes to establish and maintain a Master Calendar on activities in world trade.

► Initiation of comprehensive world-trade seminars in conjunction with local Southern California groups such as chambers of commerce, business men's groups and trade organizations. The program will seek to inform local business people of assistance available to them in order to launch their selling campaign abroad.

► Establishment of close liaison with other States having similar programs.

BIC director hails electronics group

The close cooperation between electronics industry leaders and the Bureau of International Commerce is a notable example of the kind of teamwork needed to advance the mutual interests of the United States and its business community, BIC Director Eugene M. Braderman said in a March 17 address.

Speaking at a luncheon of the Electronic Industries Association (EIA), Braderman noted that EIA member firms are "front and center" in the export drive.

"You have participated in our trade center shows, our trade fair exhibitions and our trade missions," Braderman told the gathering in Washington's Statler Hilton Hotel. "I urge *all* of you to make full use of our services. . . .

"Some of your companies will soon take part in the biggest exhibit we have ever put on overseas—at the International Engineering Exhibition which will open in London on April 21. . . .

"Volunteers from the electronic industries are making a big contribution to the success of our trade mission program. In the past three years, 19 members of your industries have served on official Government missions . . . around the world.

"Now we are working with EIA on your plans to send a mission to South America under our industry-organized, Government-approved trade mission program. . . ."

Reviewing a variety of steps proposed by Commerce Secretary John T. Connor on the balance of payments front, Braderman predicted gratifying results from concerted efforts such as those made by EIA and other business groups.

DOWNTOWN ADDIS ABABA with its broad streets and modern shops is a busy market for consumer items. Ethiopia's economy is growing; country's development plan places major emphasis on light industries.

Trade Mission to spur exports of consumer goods, light capital equipment to Ethiopia and Sudan

Both countries have ambitious development programs which emphasize industrial expansion; markets merit attention

A U.S. Trade Development Mission will visit Ethiopia and the Sudan next fall.

The Mission, scheduled by the Bureau of International Commerce for Oct. 31-Nov. 27, will concentrate on increasing U.S. exports of light capital equipment and consumer goods to these markets which merit more attention from U.S. exporters.

Ethiopia is in the third year of an ambitious development plan which involves expenditures of more than a billion dollars with major emphasis on development of light industries.

Trade expands

Most recent estimates indicate that the economy is growing at a rate of about 4% annually. Foreign trade is expanding and there are increasing demands for imported capital goods as well as consumer items.

Ethiopia's trade balance with the United States has been consistently favorable, primarily because of coffee exports which amounted to $32 million in 1963.

There is no significant problem of a U.S. dollar shortage in Ethiopia. The American share of the Ethiopian market has been small because of a lack of aggressive promotion of U.S. products.

In the Sudan

U.S. exports to the Sudan in 1963 amounted to almost $15 million, or 5.2% of the Sudan's total imports that year. As in Ethiopia, intensive cultivation of the markets by U.S. business is required to increase the U.S. share.

Competitive suppliers, principally from India, the United Kingdom, the USSR, and West Germany, have been making vigorous efforts to obtain an even larger share of this growing market.

The Sudan is operating under a 10-year plan to develop the industrial sector, with heavy investments of both public and private funds totaling almost $1.5 billion. The objective is to broaden the base of the economy by diversifying agricultural production and expanding industry. Under these circumstances, prospects for expansion of U.S. exports to the Sudan appear good.

Specialists to go

The Mission will visit Addis Ababa, Asmara, Khartoum, El Obied and Port Sudan. Business Information Centers will be established in these cities and business proposals provided by U.S. firms will be presented to the local business communities.

The Mission will be composed of five businessmen and two Department of Commerce officials. Businessmen who meet the specifications described below and who are interested in volunteering their services are invited to make known their availability to the Bureau of International Commerce, BIC-8210, Department of Commerce, Washington, D.C. 20230, or to any of the Commerce Department Field Offices.

Areas of interest

Food processing. Acquainted with the widest possible variety of food processing machinery and equipment, food preparation, canning, freezing, dehydration, mixing, bottling and packaging.

Light industrial plants and machinery. Acquainted with manufacturing processes of the widest possible range of small-scale industries and machinery and equipment requirements for a variety of such enterprises in a developing economy—paper, paint, simple medicines, plastic consumer products, household utensils, toys, clothing.

Agricultural equipment marketing. Experienced in distribution of farm implements and machinery (tractors, harvesters, cultivators), and supplies such as fertilizers, pesticides and insecticides.

Consumer goods. Experienced in purchase and sale of consumer goods. Acquainted with sources of supply, innovations, designs, and price ranges of wide range of products, including, if possible, home appliances, costume jewelry, radios, TV sets, refrigerators, air coolers and air conditioners, kerosene lanterns and stoves, synthetic textiles, clocks and watches, paper and plastic products and toilet preparations.

Licensing and joint ventures. Qualified to discuss local manufacture of U.S. consumer goods and light capital equipment and parts under license or joint venture arrangements. Conversant with all aspects of such agreements.

AERIAL VIEW of a section of Port Sudan harbor shows ships berthed at pier and in midstream as well as complex network of rail sidings, warehouses and outdoor storage space. This busy port is Sudan's only outlet to the sea. World Bank loan has helped improve facilities. (United Nations photo.)

Business proposals invited for firms in Ethiopia, Sudan

Must be submitted by Aug. 31; Mission to talk with interested companies in the two countries

U.S. firms interested in doing business in Ethiopia and Sudan are invited to submit proposals to the Director of the U.S. Trade Development Mission to those countries.

Firms with a product or service to sell, those seeking agency or distributor relationships, or firms interested in entering into other business arrangements are invited to participate in this program. Proposals should be submitted before Aug. 31.

Business proposals submitted will be printed in summary form, without identification or address, in a booklet which will be distributed throughout the two countries before the Mission's arrival. Identification will be revealed only to appropriate foreign firms or individuals after consultation with a Mission member on a specific proposal.

U.S. firms will be provided with the names of Ethiopian or Sudanese companies which express a definite interest, in order that follow-up action can be taken.

Answer questions

To submit a business proposal, firms are requested to answer the questions below and send with two copies to the Bureau of International Commerce, BIC-8210, Washington, D.C., 20230.

- What product or service do you wish to sell or offer?
- Do you wish to appoint an agent or a distributor or sell directly to the end user? Describe the arrangement you desire and indicate whether you will grant exclusive representation in the country or region. The Trade Mission will not seek a substitute for an established agent.
- Are you interested in a joint venture? If so, describe your proposition briefly giving details of products or services to be provided.
- Are you interested in licensing a qualified firm to manufacture your product abroad? Provide a description of the agreement you desire.
- Do you wish to import for your own account or act as a commission agent?
- What type of firm is best qualified to transact your business?

Summary, forms needed

A booklet containing a summary of all business proposals will be distributed in Ethiopia and Sudan. A summary in 35 words or less of each proposal must be submitted for inclusion in this booklet, at the time the other information is forwarded.

Business proposals also must be accompanied by one of the following, unless previously submitted within the past year:

Department of Commerce Form IA 57, Registration of U.S. Firms Interested in International Trade or Investment, which may be obtained from your local Department of Commerce Field Office; a current mercantile agency report; or a current bank report.

Send more data

Each proposal must be accompanied by information such as brochures and other descriptive material not to exceed 50 single sheets. Data on the size and scope of your firm, catalogs and pricelists are appropriate.

If you are representing several firms, submit a separate business proposal for each client, with each specified by name and contract.

If your firm offers a variety of products, summarize them by commodity groups and submit a separate proposal for each grouping. A separate proposal also must be provided for each country in which business is sought.

Basic Data on the Economy of Sudan, OBR 63-166, 15 pp., 1964, may be purchased at 15 cents a copy from the Superintendent of Documents, U.S. Government Printing Office, Washington, D.C. 20402, or from any of the Commerce Department Field Offices.

Ethiopia's expanding economy, increasing imports offer fresh opportunities for U.S. firms

Good crops, rising industrial production, highly favorable balance of trade contribute to country's economic growth

The Ethiopian economy showed signs of healthy expansion in the second half of 1964 with good crops, increased industrial production and a highly favorable balance of trade contributing to the overall economic growth.

The expanding economy and the increasing volume of total imports should offer fresh opportunities for continued expansion of U.S. exports to Ethiopia.

U.S. firms now trading with Ethiopia and prospective exporters to the Ethiopian market can benefit from the promotional activity of the U.S. Trade Mission which will visit Ethiopia and Sudan Oct. 31—Nov. 27.

Trade figures (Ethiopian statistics) for the first nine months of last year show a marked increase over the comparable period of 1963. Exports totaled $94.1 million, compared with $69.5 million. The large increase can be attributed mostly to the unusually high price of coffee, Ethiopia's major export. Total imports were $73 million in the first nine months of 1964 and $67.6 million in the same period a year earlier.

Ethiopian sales to the United States totaled $53.2 million in 1964 (U.S. statistics, full year), compared with $35.3 million in 1963. Imports from the United States totaled $12.46 million, an increase of nearly half a million dollars over the 1963 level of $12.02 million. Principal Ethiopian purchases from the United States are machinery and transport equipment ($7.5 million, 1964; $4.9 million, 1963), and manufactured goods and articles, including pharmaceutical and chemical products, and ready-made clothing. Ethiopia will need a variety of capital goods because of the investment projects described below.

Highway program

Construction and improvement of roads continues under the Third Highway Program. New road links are planned connecting Gondar and Addis Ababa directly with the Port of Assab to facilitate exports from the interior. Cornerstones have been laid for the Awash II and III hydroelectric power stations, expected to cost $24 million. When completed, the two new installations will be integrated with the grid system presently being supplied by the Koka dam.

U.S. and German companies are exploring for oil, but drilling operations have not yet begun. Construction of an oil refinery at Assab is underway. A U.S. firm continues to explore for potash in the Danakil Desert and commercial exploitation is anticipated by the end of 1965. A soap factory has considerably expanded production, a new firm is installing equipment for production of foam plastic, paper and pharmaceutical plants are being studied.

A Government-owned cement plant in Addis Ababa went into commercial production toward the end of 1964 and construction of a privately owned cement plant at Massawa is nearing completion. Capacity of the Massawa plant will be 70,000 metric tons a year. Production is expected to begin in May 1965. A nail manufacturing plant has also undergone considerable expansion.

Textiles and apparel have not been left out of the overall industrial expansion. Two firms in Eritrea have begun production of synthetic fabrics and cotton wearing apparel. Another textile firm, also in Eritrea, is expanding its already large facilities and an enterprise in Addis Ababa has announced plans for importing 3,000 spindles. Two shoe factories have increased their production capacity.

TV service in Addis Ababa

Television service was inaugurated in Addis Ababa in November 1964. About 8,000 receivers are expected to be in use within four years. With AID financing, a U.S. firm will construct medium-wave radio transmitters at Addis Ababa (100 kw.), Harar (50 kw.) and Asmara (50 kw.).

Food and beverages are represented in a new soft drink bottling plant and a new factory for production of meat extracts.

Biggest crop is coffee

Despite all this industrial activity, however, the real backbone of the Ethiopian economy is still agriculture and the biggest crop is still coffee. Coffee production in 1963-64 was estimated at 130,000 metric tons. Prospects for the 1964-65 crop point to slightly lower production but Ethiopia should be able to maintain its present level of exports (nearly 76,000

Market profile—Ethiopia

Area: 457,000 square miles, about the size of Texas, Oklahoma and New Mexico combined.

Population: About 19.6 million in 1963. Annual growth rate, about 1.4%.

Principal cities: Addis Ababa, about 460,000; Asmara, 100,000; Dessie and Diredawa, 40,000 each; Massawa, 25,000.

Currency: Ethiopian dollar (1 Eth. dollar = about US$0.40).

Gross national product: US$900 million in 1963; growing at average annual rate of about 4% in 1962 prices. Agriculture accounts for 70 to 75% and industry for 5 to 10%. Per capita income: $46.

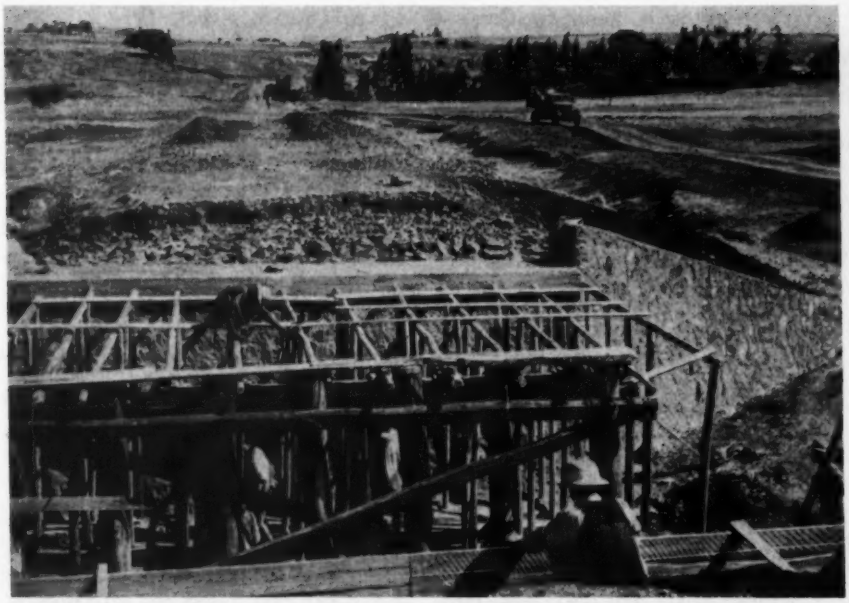
Electricity production: 177 million kilowatt-hours in 1963.

Principal manufacturing industries: Very limited, mainly textiles. Also small-scale production of processed foods, tobacco products, cement, bricks and footwear. Many small handicraft industries.

Mining: Small output of gold, salt, potash, platinum and sulfur.

Foreign trade (1963): Total exports, $90 million; total imports, $111 million. Principal exports: Coffee, 50%; oilseeds, 13%; hides and skins, 10%; cereals, 8%. Principal imports: Machinery, 17%; cotton textiles and manufactures, 11%; motor vehicles and parts, 11%; metal and metal manufactures, 10%; petroleum products, 7%; food, fresh and canned, 4%.

Gold and foreign exchange reserves (December 1963): $62.5 million.



ROADBUILDING in Ethiopia includes construction of many bridges. Third Highway Program underway.

metric tons) by drawing down, if necessary, on existing stocks.

Attention also is being given to increasing the quality and production of livestock which holds great potential as a major export. Standards are being improved as a result of creation of the National Livestock and Meat Board, establishment of new veterinary facilities, and an accelerated rate of animal vaccination. Production of beef will increase through expansion of capacity of two existing companies and construction of a new canning plant in 1965.

Summaries of recent economic developments in Ethiopia and in the northern Province of Eritrea, prepared by the U.S. Embassy at Addis Ababa and the U.S. Consulate at Asmara, are available on loan from the Bureau of International Commerce, BIC-8430, Department of Commerce, Washington, D.C. 20230.

Market profile—Sudan

Area: 967,500 square miles, about one-third the size of continental United States.

Population: Estimated at 12.8 million in 1963. Annual growth rate, 2.8%.

Principal cities: The "Three Towns" composed of Khartoum (95,000), Khartoum North (40,000), and Omdurman (115,000); El Obeid (53,000); Port Sudan (50,000); Wad Medani (48,000); Kassala (40,000); and Atbara (36,000).

Currency: Sudanese pound (1 S£ = US$2.89).

Gross national product: $1,260 million in 1963; growing at average annual rate of about 4% in 1962 prices. Agriculture accounts for most of GNP. Per capita income: $98.

Electricity production: 163 million kilowatt-hours in 1963.

Principal manufacturing industries: Limited installations include textile mills, cement factory, sugar refinery, tannery, augmented by numerous small plants processing local products.

Mining: Small-scale production of iron ore, gypsum, salt, vermiculite, and gold.

Foreign trade (1963): Total exports, $247 million; total imports, $282.9 million. Principal exports: Cotton, 55%; peanuts, 8%; gum arabic, 7%; sesame, 6%; cottonseed, 5%. Principal imports: Textiles, 16%; machinery, 14%; transport equipment, 13%; sugar, 8%; petroleum products, 7%; coffee and tea, 5%.

Gold and foreign exchange reserves (Aug. 1964): $81 million.

Beef freight rates to Western European markets reduced

U.S. steamship lines and the major international conferences have put into effect a round of freight rate reductions on beef and various kinds of beef products. The reductions average more than 20%.

Completion of a series of lower levels covering most categories of beef that move by sea from the United States to the Western European market was announced last week by Senator John Sparkman of Alabama, whose Small Business Committee has been gathering information from spokesmen of the American Steamship Traffic Executives Committee and the Federal Maritime Commission.

- Rates on boxed beef going to Britain were reduced by the Gulf shipping lines by 13% (from $76.25 per ton to $66.50) from Feb. 18 until March 31.
- Boxed beef to the Continent was reduced by two of the major Conferences in the North Atlantic by 12% (from $75 per ton to $66), and 27% (from $96 per ton to $66), effective Feb. 24.
- The Gulf Port rates on boneless beef, bone-in beef, and ground beef were cut between 20% and 32% (from $76.25 or $94 per ton, depending upon temperature, to $63.75) on March 3, with no termination date.
- The Atlantic-French Conference reduced the rate on hanging, chilled beef by 25% (from $190 per ton to $142.50), effective March 4.
- On March 4, also, the North Atlantic-Continental Conference voted similar action reducing rates from the United States to Antwerp by 19% (from $180 per ton to $142.50), and from the United States to German ports by 21% (from $198 per ton to $156.50), effective March 10.
- On March 15, rates from the Gulf ports followed suit, being reduced on chilled, hanging beef to all French and German ports by 18% (from $190 to $156.50).

The Atlantic Conferences announced that the reductions would be considered experimental and are presently scheduled to expire on Sept. 30. There is also a minimum quantity requirement of 25 tons per shipment in the Atlantic, based upon optimum use of refrigerated "reefer" spaces.

The Gulf port rates on chilled beef are permanent rather than experimental.

Measure of a rising tide

Hoosiers seek wider export markets and find evidence of an 'economic miracle'

By WILLIAM H. FORTUNE
Indiana State Commissioner of Revenue

(Editor's note: Mr. Fortune, an Indianapolis, Ind., accountant and former Indiana State Treasurer, went to Europe recently with a group of Hoosier businessmen seeking wider export markets for Indiana products. This is his report.)

Anyone who is past 50 and tired, who has lost his imagination and ambition, should save his time and not read this.

The "economic miracle" that is Europe today is everything we were told it was. As a member of a group of Indiana businessmen touring Europe, I saw it.

Douglas MacArthur II, then U.S. Ambassador to Belgium, was almost evangelistic when he talked in his office in Brussels.

On the edge

"Europe today is on the leading edge of the same economic conditions as the United States in the 1930s. It is ready for a tremendous, explosive expansion even though it has had a 40% increase in consumption since 1958 when the European Economic Community was formed.

"They are looking for all kinds of consumer goods beyond the basic necessities of life, luxury items, household labor-saving devices," MacArthur said.

He was particularly critical of the general complacency and self-satisfaction of the American businessman, and especially the small and medium-sized businessman, who does not realize this potential, "who doesn't even answer correspondence from abroad if it is in a foreign language."

Inflation has all but wiped out the European wage-cost advantage of the past. Take an ordinary shirt. The shirt that cost $4.95 ten years ago in the U.S. would be $5.96 today. Ten years ago that same shirt would have cost $5.95 in Europe; today it costs $12.95.

Consumer credit and installment buying are growing. More and more women are working, giving fresh impetus to industries already plagued with labor shortages, and looking for more and more labor-saving devices and equipment.

There are only a third of the number of automobiles, TV sets, radios and telephones per 1000 population as in the U.S. But this is rapidly changing.

The change is coming so fast that economists believe these figures will double in the next five years, and automobile production will equal our production rates of 1962, or about five million cars.

Even more spectacular will be the increase in sales of luxury items such as toys, sporting goods and camping equipment, especially as Europeans prosper and enjoy more leisure time. Even now workers in Italy and France enjoy a four-week paid vacation.

With over 100 Indiana plants directly connected with the automotive industry, the opportunities for new exports appear unlimited.

Hoosiers at work

Already Ross Gear Co., Lafayette, is manufacturing gears for the British Austin car, and it was not surprising to find Ft. Wayne made Tokeim pumps (gasoline pumps) almost anywhere in Europe.

In fact, we learned they have a plant at Amsterdam, Holland. But very few Indiana-based plants or joint venture companies were located in the countries we visited. There were only three in Holland, four in Italy, five in France. Yet Indiana ranks 10th among the states in total exports.

MacArthur says it's no harder to establish a business or business connections in Europe than in different states in the U.S. with their varying tax laws, zoning restrictions and building codes.

Don't be fooled by the bigness of a local manufacturer. As an example, Phillips Co., makers of electronic equipment and television, is perhaps the largest electrical manufacturer in Holland. Yet Frank Wile of our consulate in Amsterdam told us we could compete easily against them in the industrial field.

To sell abroad

Sometimes a few changes will turn an unsaleable item into a saleable one. A Wisconsin overhead door manufacturer found he could not compete with the price of a local European company. So he made some minor changes in its construction, eliminated some advertising and found he could still pay the import duty and sell the door at 7% under his competitor's price.

Some large U.S. firms establish business connections in Europe without ever contacting the U.S. Embassy, U.S. Ambassador to Italy G. Frederick Reinhardt told me.

CARS ZIP IN AND OUT of the tunnels designed to alleviate traffic jams in busy downtown Brussels.

But for the smaller American firm, the U.S. Department of Commerce, working with our embassies abroad, is the best bet.

The unfortunate thing is that there are not more small businesses interested in the European market, the head of a group from the National Association of Manufacturers told Reinhardt last summer.

But the interest is increasing constantly, he said, and the most encouraging sign is that Europe has never had so many trade missions as during the past year.

Tom Drumm, our commercial counselor in France, gave us an outstanding example of what a medium-sized manufacturer of quality Early American furniture did, utilizing these services.

An example

First, he studied all the U.S. Department of Commerce's previous surveys on the market possibilities in his field. Then he had all the company's catalogs, brochures and literature translated into French. He even brushed up on his own French and prepared himself to quote prices, delivery dates, allowances for advertising and show samples.

The embassy arranged for him to see the right people in department stores, chains and furniture specialty houses during his three-week stay in France last summer.

The result—he ended up getting orders from companies that two years before said American furniture would never sell in France, and today he is considering opening an office in France for the entire Western European market.

He proved another point also—that French department stores prefer to deal directly with the manufacturer.

Who can predict?

Who could have predicted the success an American producer of processed foods would have with canned hamburger in France or a toy manufacturer would have with a doll, when French buyers all told him there would be no way to promote it without commercial TV in France? Both were an immediate success anyway, because of their intrinsic appeal.

It's a mistake not to make a personal follow-up on the business you do. One U.S. manufacturer inquired as to the sales results of an item he had shipped and been paid for a year earlier and was told it was a "smashing success; the entire line was sold out in 48 hours."

He asked why they didn't reorder, and the reply was that "no one called on us for it."

In Brussels, we had the good fortune to have a round table discussion with several American businessmen living there. It was arranged by Paul Hawk, the U.S. commercial attache. Some of their advice was most revealing.

In any sales conversation, the first thing a Belgian will want to know is the price of the product, and the second question will be what discounts are allowed.

Some tips

You should have an appointment and be prepared to show samples of your product, not just to one person but to a committee, because it's the committee that will decide.

You should be able to leave the sample with the company to show to department heads and committee members.

One would hardly believe that any U.S. manufacturer could compete in the German camera market. Yet Kodak's "Instamatic" camera has been very successful there and American makers of photographic film control 80% of the same market.

It's estimated that within the next five years the number of housing units heated by central heating will increase from the present 10% total to 40%. The European market for boilers would be as great as the U.S. market.

There is only one vending machine manufacturer in all of France; so an American friend of mine who lives in Paris and has been in the import business there several years is planning to set up his own company.

He also acts as agent for Johnson's Wax, and he is convinced that automatic car washing outfits will also be the coming thing with the great increase in car sales.

In demand

Repair service of all kinds is in great demand. The Germans have been making cars so fast one must wait three weeks for an appointment for repair, and it will then be kept three to five days. This is largely due to a lack of automatic testing equipment and assembly-line methods. The average German repairman handles 35 cars a month. In the U.S. the average repairman can take care of 80 cars.

Germany was also one of the few countries where space and the famous autobahns are giving rise to the building of shopping centers as we know them.

Office equipment (Lloyd's of London was still using ancient hand-cranked machines in its foreign exchange department) and any manner of labor-saving device or equipment will be in short supply and great demand for a long time in countries plagued with labor shortages.

American companies participating recently in an office equipment show in

VIEW FROM DUTCH FERRY shows elevator-type barrier built to protect the Netherlands from flood tides. It is part of vast 'Delta' flood-control plan.

LONG, WIDE AND BUSY, Berlin's Kurfürstendamm is a street well known to international traders.

France said they received enough leads to keep their sales forces busy a full year.

These shows—whether they be an international fair, specialized salon or U.S. Trade Center show, are traditional "way-of-business-life" in Europe.

A recent display of American bourbon whisky was an obvious success in wine-drinking Milan, Italy, but more surprising was the fact we saw some of this whisky on the shelves of local liquor stores, at prices comparable to U.S. prices.

Close to home

Europe will soon be, if it is not already, as close to Indiana as Michigan or Illinois. Perhaps the 4% of our Gross National Product which goes into world trade appears insignificant, but it may be a critical 4% for the U.S. and the world's economies.

Indiana is a state with a diversified industry capable of competing in any market with almost any product, and also a state with excellent agricultural production.

It has central geographical location, especially since the development of the St. Lawrence Seaway, which is showing dramatic increases in shipments.

A recent Great Lakes Commission report noted that there was almost a 50% increase over last year in direct overseas commerce from the 18 ports on the seaway.

World trade is a rising tide from which all the world will benefit.

(Condensed from a series of articles in the Indianapolis Times.)

SHORTAGE OF PARKING SPACES on tree-lined Colmore Row in Birmingham, England, suggests business is booming for the million-plus residents of Britain's industrial, railroad and manufacturing center.

DePaul sets seminar on trade in Germany for U.S. businessmen

Fourth in series of international discussions scheduled May 12-13

DePaul University of Chicago will hold the fourth in a series of international business seminars May 12-13 when it conducts an "Executives' Seminar on Doing Business in Germany."

The two-day program, arranged by the university's College of Commerce, will feature presentations by businessmen, educators and government officials from the U.S. and Germany.

Previous seminars in the series, which started in 1962, dealt with business in France, Japan and Spain. Businessmen from throughout the United States attended.

On the program

Subjects and speakers at this year's seminar will include:

"Economic Pattern of West Germany" —Norman J. G. Pounds, Indiana University professor of geography.

"Political Aspects of Doing Business in Germany"—Dean James A. Hart of the DePaul College of Commerce.

"Legal Aspects"—Lajos Schmidt, Chicago, and Friedrich Wienkopf, Frankfurt, Germany, both of the law firm of Baker, McKenzie & Hightower, Chicago.

"German and American Businessmen Compared"—Gunther Schmidt-Weiland, manager of the New York office of Frankfurt's Dresnder Bank.

"Financial Aspects"—Peter R. Shaddick, vice president, Continental Illinois Bank & Trust Co.

"Marketing Problems and Opportunities"—Karl Koranyi, Bureau of International Commerce.

"Tax Aspects"—Richard J. Bannon, tax manager, Arthur Young & Co. international department.

"Germany and the European Common Market"—Ernst Jirka, first secretary of the Embassy of the Federal Republic of Germany in Washington.

Thomas J. Wynn, associate dean of the DePaul College of Commerce, will be chairman of the seminar.

Write: Office of the Dean, College of Commerce, DePaul University, 25 E. Jackson Blvd., Chicago, Ill. 60604.

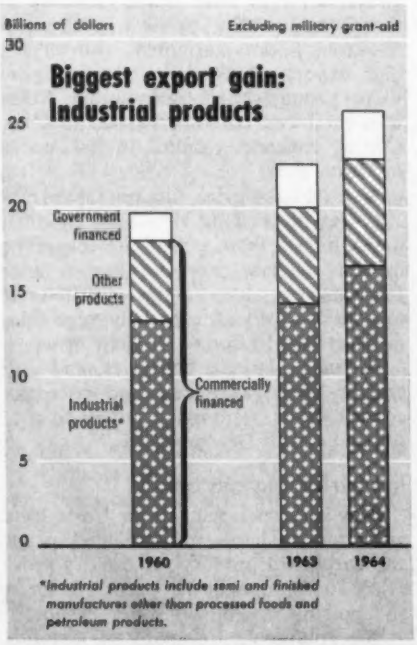
Year's exports at alltime high; industrial products lead with record-smashing $17.5 billion

Commercially financed exports in this category account for almost nine-tenths of the total export surplus

Rising faster than total exports, industrial products, the category of goods of primary interest to the Bureau of International Commerce (BIC) in its export expansion program, led the advance in 1964 with a record-smashing total of $17.5 billion. This was 30% above the 1960 level and 15% more than in 1963.

The rapid rise in shipments of industrial products was the major factor in lifting 1964 U.S. exports to an alltime high of $25.6 billion, achieving the largest annual gain in four years. Discounting slight changes in U.S. export prices, the 14% increase in total exports in 1964 over the previous year stands in marked contrast to the 4.6% annual growth rate of 1960-63.

Of the total rise in exports of industrial products in 1964, more than 90% was commercially financed. Exports of these commercially financed industrial products accounted for almost nine-tenths of the total export surplus of $6.9 billion.



This was more than ample to offset the $2.4 billion trade deficit reported for other commercially financed products (excluding agricultural products) such as fish, ores, minerals, fuels and lubricants.

The part played by commercially financed industrial products in last year's large export surplus underscores the importance of this category of goods in U.S. international trade transactions.

Last year's strong export of industrial products reflected the increasing awareness of more U.S. manufacturers and exporters of the profit potentials in overseas markets and results, in a large part, from the stepped-up services of BIC.

Other forces responsible for the buoyancy of foreign sales of industrial products include the improved competitiveness of many U.S. products relative to that of foreign competitors; the increased overseas demand for U.S. goods stemming from expanding business activity in most of the industrialized countries and from the strengthened foreign exchange position of a number of the less-developed countries; and improvement in U.S. credit facilities and the growing use of those facilities by U.S. exporters.

U.S. agricultural exports also expanded vigorously in 1964, reaching a record $6.3 billion, 14% over 1963. Poor wheat harvests in eastern and northern Europe and rising consumer incomes and higher living standards in Western Europe and Japan were major factors.

January U.S. trade hit by dock strike

The Jan. 11-March 6 longshoremen's strike in East and Gulf coast ports resulted in an abrupt shrinkage—from December levels—of both exports and imports during January.

Exports for the month fell by 50% to a seasonally adjusted total of $1,220 million (excluding military grant-aid). Imports dropped by 27% to $1,206 million.

Despite the much greater decrease in exports, the United States still had a small export surplus in January.

These trade movements followed the same pattern as in a similar strike Dec. 23, 1962-Jan. 25, 1963. At that time, January exports dropped by 47% from the seasonally adjusted December 1962 figure, while imports declined by 20%.

A number of reasons for the greater decline in exports in January 1965, in addition to the possible distortion of the data by the disruption of the seasonal adjustment factors resulting from a major strike, are:

- Cargoes moving by tanker, not disrupted by the dock strike, constitute a much larger share of U.S. imports than of exports.
- Because it is easier to accelerate exports than imports, shipments advanced from January to December by U.S. exporters in anticipation of the dock strike may have exceeded the advanced deliveries received by importers.
- More imports than exports may have been diverted through Pacific ports or through Canada, despite the higher costs, in order not to have ships tied up in the United States.
- Incoming ships which unloaded cargo early in January may not have been reloaded before the strike began.
- Statistical procedures, incident to the change to a new commodity classification for exports on Jan. 1, 1965, may have reduced January export data.

Exports, imports shrink in January

Millions of dollars, seasonally adjusted

Period	Monthly rate		Annual rate	
	Exports *	Imports	Exports *	Imports
January 1965	1,220[1]	1,206	14,640	14,477
January 1964	2,043	1,434	24,516	17,208
January 1963	986	1,100	11,832	13,200
December 1964	2,430	1,642	29,165	19,706
Jan.-Dec. 1964	2,131	1,557	25,620	18,685

* Excludes military grant-aid. [1] Preliminary estimate.

Living up to its name

Costa Rican business had record fourth quarter, expects more of the same

Strong export earnings plus a wider selection of goods at slightly lower retail prices resulted in an all-time fourth quarter record of commercial activity in Costa Rica.

The outlook for business in 1965 continues promising, provided that any drop in receipts from coffee exports is counterbalanced by receipts from Costa Rica's expanding exports of other commodities. Further, a number of large investments are scheduled for 1965.

However, during the year the public debt increased substantially. Another troublesome problem is finding employment for the estimated 15,000 new job seekers each year.

Imports totaled $96.4 million for the first three quarters of 1964, while exports totaled $88.5 million—a notable diminution in the customary trade gap at this point in the year. The United States share of total imports was 46.5%, compared to 48.5% during the year 1963.

Increasing trade with the other Central American countries and Panama accounts for the decline in the U.S. share of the market.

Industrial machinery and apparatus, chemicals, and numerous raw and semi-finished materials for local processing seem to be the U.S. products most likely to sell in 1965. Import increases over January-September 1963 were in foodstuffs (much of it from other Central American Common Market countries), capital goods, and semi-manufactures.

Highest export gains during the first nine months of 1964 were in coffee (due to higher prices), bananas, beef and sugar; also, fertilizer exports from Esso-owned Fertica, which began production late last year, were $5.9 million.

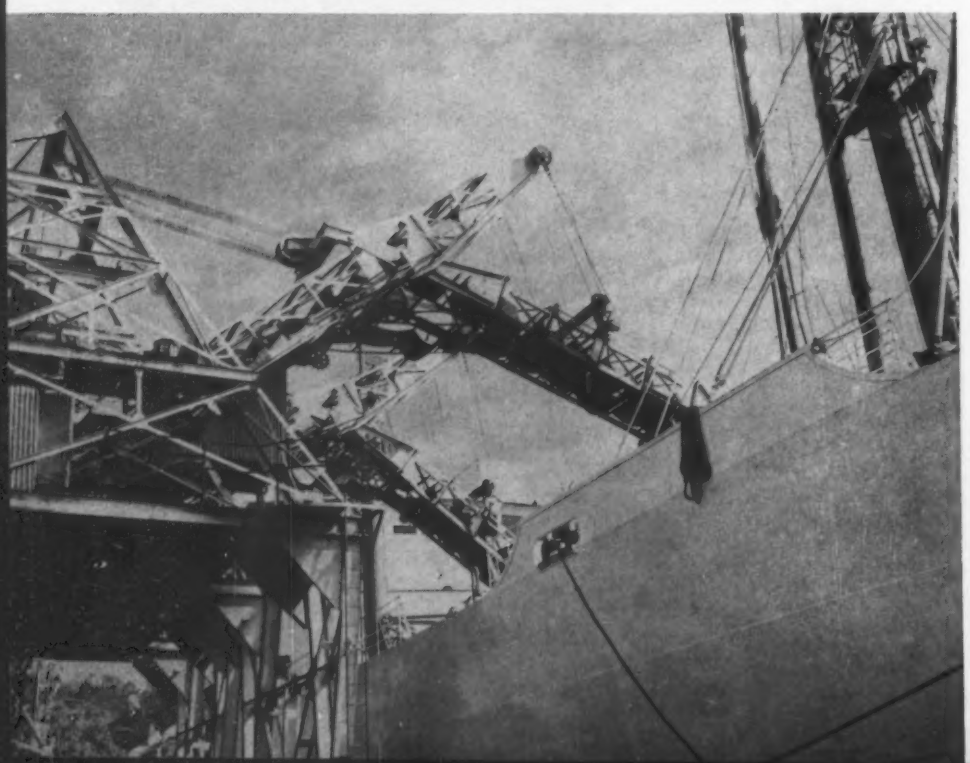
Some notable developments in trade relations occurred during the fourth quarter.

Costa Rica, Nicaragua, and Honduras resolved their differences regarding free trade of textile manufactures within the Central American Common Market (CACM).

The free customs warehousing period of imported merchandise was reduced from 30 to 12 days after January 31, as regulations of the Central American Convention on Customs Equalization went into effect.

Costa Rica and Nationalist China signed a commercial agreement pledging each other most-favored-nation treatment on a list of products to be drawn up. In a joint communique, officials of Costa Rica and Argentina pledged to collaborate and work for closer ties between themselves and also between CACM and the Latin American Free Trade Association.

BANANA LOADING machines fill a cargo ship. Costa Rican banana exports jumped sharply in 1964.



High sales

Sales of furniture, home furnishings, ready-to-wear clothing, and gift items were at especially satisfying levels during the quarter while business men were generally very satisfied with the volume of trade throughout the entire year. Appliance sales reportedly were sluggish, however, reversing a trend of previous years. The consumer tax now levied on television receivers, radios, and refrigerators may have adversely affected sales of these items, while the lessening volcanic ashfall from Irazu volcano allowed open-air washing and drying, reducing the demand for washers and dryers.

On the other hand, the wider selection and slightly lower prices of consumer goods imported from other members of the CACM was a positive inducement to Costa Rican consumers. Conversely, high exports of television sets, ready-to-wear garments and some other Costa Rica-produced consumer goods to other CACM countries resulted in low stocks in Costa Rica.

The retail price index stood at 129.4 at the end of 1964 (1952=100), 2.6% higher than a year previous. The modest increase was the lowest since 1960 and was almost entirely attributable to high food prices, especially vegetables in short supply due to volcano losses.

Perfumes, lotions, cosmetics, and skin cream, plus galvanized and asbestos-cement sheets, were made subject to consumer taxes in December.

Industrial expansion

New industries planned for Costa Rica will produce hardware, repulped paper and cardboard products, freeze-dry processed foods, chemicals, prepared foods and possibly assembled water pumps.

The Aluminum Company of America

and the Government have signed a special contract for the extraction of bauxite laterite in a 250-square kilometer area in the Valle del General. The contract authorizes a five-year exploration period and a 20-year exploitation period, with possible renewal for an additional 25 years.

The Fritz Freeze Corporation of Florida is ready to start constructing a $2.3 million freeze-dry process plant near San Jose. Said to be the largest of its kind in the world, the operation will begin production early next year. Bananas, plantains, coconuts and other local tropical fruits will be dried by an extremely low temperature and high vacuum process which sublimates moisture content without altering flavor. The Costa Rican subsidiary, Fritz Freeze-Dry Food Products S.A., offered 7% of its stock locally through the Banco de Costa Rica. The stock appears to be extremely popular with small investors.

The Latin American Division of the Berkeley Pump Company of California, in combination with other United States interests, is finishing studies leading to the establishment of a water pump assembly plant in Costa Rica. The company expects to rely heavily on local raw and semi-finished products and to take advantage of the skilled metal-casting workmen already on hand.

Fourteen industrial encouragement contracts totaling $1.8 million were signed during the last quarter. About $710,000 of the total planned investment will go into new plant and $1.1 million into equipment. The two largest projects are a cardboard and wastepaper repulping plant (approximately $430,000) and a hardware products factory (approximately $220,000).

Agricultural activity picked up during the last quarter of 1964, as coffee harvesting and cotton picking got into full swing. Coffee harvesting lagged somewhat behind the same quarter of 1963, partly due to the intense and prolonged 1964 dry season which delayed maturation. The January 27 estimate by the Coffee Office was that the 1964-65 harvest would yield 893,640 quintals (cwt bags), of which 721,344 quintals should be available for export. This year's earnings from coffee exports are likely to be in the range of $38-42.5 million.

Estimates are that 13,200 bales (500 pounds) of cotton will be picked this year, about 80% more than the 7,394 bales picked in 1963-64. Of the 4,127 bales exported from the 1963-64 crop, 3,529 bales went to Japan and the remainder to West Germany. Japan has been the principal buyer of Costa Rican cotton during the past several years, and it will probably take most of the 1964-65 exports.

Grinding of sugar cane started later than usual this season. Only 14 of the 33 grinding mills in Costa Rica had begun operations by the end of the year. The first 10,000 short tons of sugar is scheduled for domestic use, after which the sugar will be exported mainly to the United States under quota.

Harvests of corn, rice and black beans are below customary levels, and it will be necessary to import these commodities as arranged by the National Production Council.

Articles on commercial and economic conditions abroad are prepared in the Office of International Regional Economics, Bureau of International Commerce, unless otherwise specified.

Commodity stories generally are prepared by the Business and Defense Services Administration's (BDSA) industry divisions.

Reports are based on dispatches from U.S. Foreign Service posts and on department analysis.

Infrastructure development

The Government was active during the quarter in taking further steps to expand the transportation, sewage and water, and communications sectors of the economy's infrastructure.

Bids involving $120,000 for three small projects to improve the San Jose water distribution system were let to local firms. So far, two new wells have proved out at a total of 800,000 gallons per day and another is being tested, while three more are being drilled. Work on modern water systems in several small towns continued. The river-fed filter plant at Tres Rios will be converted into a more modern facility when detail work now underway is finished, and installation of 12,000 new water meters should cut down on waste by users.

Two of the four new 2,000 kw. Fairbanks-Morse portable diesel generators bought by the Costa Rican Electric Institute to supplement the country's generating capacity during the dry season have arrived and are being installed at Carrizal, near the Pacific port of Puntarenas. By the end of March, all four generators will be installed and tied into the Central Interconnected Transmission System.

The Legislative Assembly has authorized the sale of $6 million worth of bonds to finance several construction projects. One of the major projects is completion of the San Jose-Puerto Limon Highway ($2 million), for which there has been increasing pressure from the Atlantic region. Another leading project is the construction of a barge canal to parallel the Atlantic Coast between Puerto Limon and the Rio Colorado mouth of the San Juan River ($1.1 million, to be shared with a hospital building project in Limon).

The remainder of the bond proceeds will be used to construct a new central prison and several welfare facilities for juvenile delinquents, homeless children and deaf and dumb persons.

Bid invitations have not yet been published for these last two projects.

Besides road projects underway on 188 kilometers of roadway, plans in varying stages of development call for surfacing the 68-mile section of the Inter-American Highway between San Ramon and Las Canas and the 205-mile section between Cartago and the Panama border.

Loan will finance imports for Singapore water scheme

The World Bank has loaned the equivalent of $6.8 million for a project to increase the water supply to Singapore, Malaysia. The loan will finance imports for the first stage of a long-range program to develop the considerable resources of the Johore River in the nearby State of Johore on the Malaysian mainland.

The purchase of all major items of imported equipment and the awarding of major construction contracts will be made on the basis of international competitive bidding.

The Johore River project includes intake works on the Johore River, raw water supply conduits, a water treatment plant, pumping facilities, and a 17-mile long transmission main. The project is scheduled for completion by 1968 at a total estimated cost equivalent to $13.7 million. The Bank loan will cover foreign exchange requirements.

Nicaraguan success story

Fourth straight year of economic expansion keeps business outlook buoyant

Unprecedented prosperity characterized Nicaragua in the last quarter of 1964 as the country completed its fourth uninterrupted year of economic expansion.

Continued rapid expansion in cotton production and exports were major factors, but increased production of other basic agricultural commodities, good prices for exports, and rising industrial production also played important roles. Forecasts for major agricultural crops were excellent and all indications were that 1965 would be even better.

Industrial development advanced significantly during the final quarter, and officials in charge of Nicaragua's industrial promotion program predicted that 1965 would be a banner year for industrialization. Retail sales were up nicely, foreign trade at a high level and foreign exchange reserves were at a comfortable level as the quarter ended.

U.S. share of imports down

The U.S. share of the market fell to 43%, from 44% in 1963. Central American Common Market countries raised their share of the import market from 9 to 10%.

At the close of the fourth quarter, total 1964 imports stood at $90.3 million, an increase of roughly 12% over 1963.

Imports likely to experience the strongest demand during the coming months include agricultural and irrigation equipment, agricultural chemicals, industrial machinery and industrial raw materials, plus highway machinery.

The fourth quarter closed with Nicaragua's annual exports at the highest level in history. Cotton and cotton seed exports contributed considerably to this most successful year as they totaled $57.9 million, a dramatic jump from $46 million in 1963. Cotton and cotton seed accounted for 51% of the total foreign exchange receipts from exports.

Exports of coffee and soluble coffee at the end of 1964 were up to $25.2 million for the year, a rise of 14% over 1963 although the quantity exported was actually smaller, due to better world prices.

Beef shipments, Nicaragua's third most important export, declined about 15% to $7.4 million.

In January, Nicaragua agreed to an equalization of its duties on synthetic textiles with those of Guatemala, El Salvador, and Costa Rica at a meeting of Central American economic integration officials in Honduras to restore free trade in clothing in the Central American Common Market (CACM). Free trade in clothing was suspended last August, when a Honduran clothing manufacturer was granted free entry privileges for synthetic textiles, enabling him to undersell Nicaraguan clothing manufacturers and those in other CACM countries. Nicaragua also agreed to remove a retaliatory consumption tax, while Honduras agreed to place a compensatory tax on its exports of clothing utilizing synthetic materials to Nicaragua.

Optimistic outlook

The fourth quarter was marked by widespread optimism about the outlook for retail sales in 1965. Sales are expected to surpass 1964 levels, which were themselves 10 to 20% higher than in the previous year. Farmers, who play a central role in the economy, are almost universally optimistic.

The latest available economic indicators generally reflect the expanding condition of the Nicaraguan economy. Wage increases, averaging about 6% per year since 1951, appear to be reaching all levels of the population. Demand deposits also rose during the fourth quarter and were 24% over the fourth quarter of 1963. The country's international reserves are ample for 1965, considering the excellent predictions for Nicaraguan exports this year.

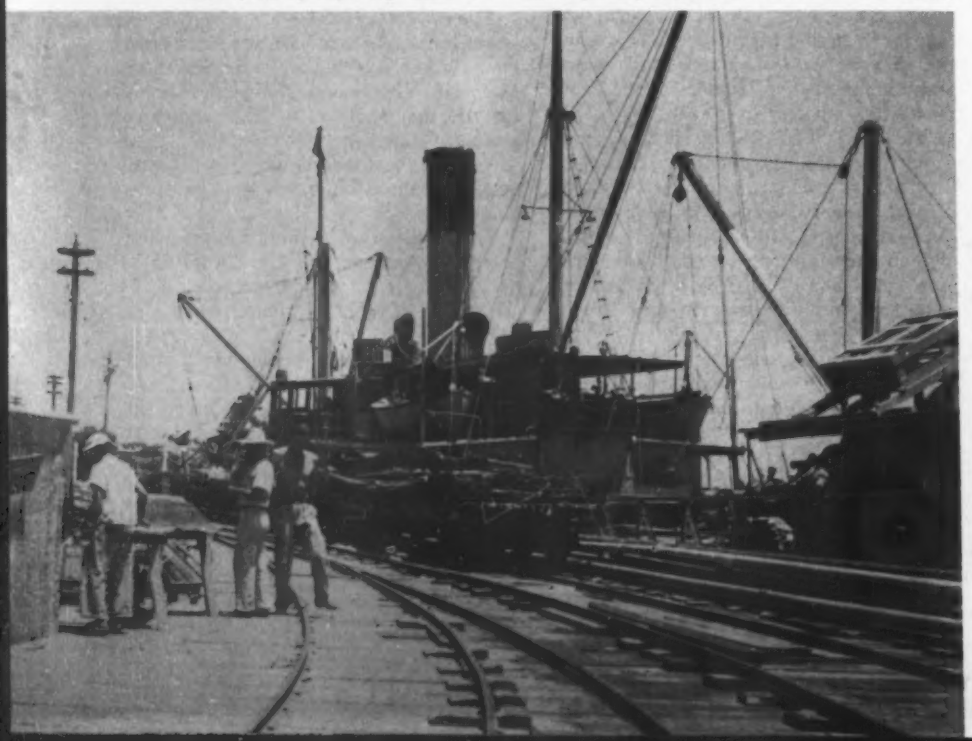
Increased industrial production and plans for further investment were in evidence during the quarter.

The weather for growing cotton remained excellent during the quarter, and some estimates of total production during the current harvest are as high as 520,000 bales, compared with 419,000 bales last year. Average yield appears likely to rise above last year's 0.32 metric tons per acre. There has been some slippage in cotton prices in recent years, but otherwise growers are optimistic over prospects for selling their cotton, which goes mainly to Japan.

Forecasts of the coffee harvest, which has already begun, are for a 16% increase over last year, as this is the good year of the coffee cycle. One-tenth of the coffee is being retained by the Coffee Institute to implement Nicaragua's participation in the International Coffee Agreement.

Support prices for rice and corn were increased in November, but the National Institute of Foreign and Domestic Com-

A SMALL VESSEL takes on cargo at the Port of Corinto. Nicaragua's road-building program will boost coffee exports by improving access to the coffee-growing areas. (Pan American Union Photo)



merce plans to continue to import these commodities from the United States in 1965. Imports of both rice and corn will probably amount to from 150,000 to 160,000 quintals each in 1965, approximately the same amount imported in 1964.

Several proposals for engineering and design services on grain storage facilities to be financed under an Export-Import Bank loan for $1.25 million were received by the Institute of Foreign and Domestic Commerce.

The Government of Nicaragua is being assisted in its promotion of the livestock industry by a loan of $9.1 million from the Inter-American Development Bank (IDB). Credit and technical assistance will be provided to include the importation of more than 7,000 hybrid and purebred livestock.

On January 14, the Rivas Irrigation Corporation opened the bids on the first and second stages of the Rivas Irrigation Project, but has not yet made an award for the construction. The project will provide irrigation for 9,000 hectares in the southwestern part of the country.

A number of new factories were under construction and plans for the establishment of several plants with foreign capital participation appeared to be well along. These actions are taking place against a backdrop of increased industrial production in 1964 for both domestic consumption and foreign trade.

Some industrial firms which received classification by the Ministry of Economy under the industrial incentive law will manufacture pharmaceuticals and cosmetics; wines, liquors, and cordials; insecticides; multi-wall paper bags; toilet paper and paper napkins; phonograph records; aluminum kitchen utensils; laminated plastics (formica); and synthetic yarns.

Joint venture

Construction of the new fertilizer plant of Interore de Centroamerica, S.A. at Corinto began in November. The plant is a joint venture between a subsidiary of the Occidental Petroleum Company and Nicaraguan investors. The initial investment will be $500,000, but the total investment will be around $4 million. The first stage was expected to be in operation by March of 1965.

The Ministry of Economy also approved applications for classification of two other fertilizer factories. One of these, Abonos Superiores, also being constructed at Corinto, will be a joint investment between the Tennessee Corporation and Nicaraguan capital.

A refrigerator assembly plant being planned as a joint venture by Westinghouse Electric and Nicaraguan interests will be called Electra de Centroamerica, S.A. It will be able to assemble 20,000 refrigerators annually, and will involve an investment of about $2 million.

Plans to manufacture china bathroom fixtures, kenaf bags and certain textile products are well along.

A recently established firm, Industria Ceramica Centroamericana, S.A. has recently been authorized a loan of $225,000 by the Central America Bank for Economic Integration. The Bank also loaned $900,000 to a Nicaraguan firm for the construction of its kenaf bag factory, which will use imported jute and kenaf grown in Nicaragua to manufacture bags for use by cotton and rice producers.

Sheets and various other textile products will be produced by a $1 million factory that is a joint venture between the Beacon Manufacturing Company of the U.S. and Nicaraguan capital.

INFONAC has loaned $65,000 to the Industria Nacional de Clavos y Alambres to finance expansion of the firm's recently constructed nail and wire plant. Annual production of galvanized and drawn wire for use in Nicaragua will be increased to 6,000 tons with an additional 32,000 tons of drawn and barbed wire to be produced for export to other Central American countries.

U.S.-MADE TRACTOR clears away underbrush to provide elbow room for Nicaragua's expanding economy.

The construction industry had a very good year which is expected to be followed by an even better year. The impressive new Central Bank building, said to be the tallest building in Central America, was completed in December. Two new clinics for the Social Security Institute were under construction in Managua. During the quarter, further work was done on a new skyscraper by the Banco de America (Nicaraguan), a national theater, and a new hotel with 90 air conditioned rooms costing an estimated $10 million, and plans for a new "Palace of Justice" went forward. The construction of another hotel, with participation by Intercontinental Hotels, has been delayed for financial reasons.

In January, IDB approved a $5.2 million loan to the National Housing Institute to help finance construction of 3,774 housing units for low-income families. Part of these will be built by contractors under the bidding system, and the remainder will be put up by the beneficiaries themselves under the self-help and mutual aid system.

Continued progress

Construction continued on the Managua water system and was begun on the Rama Road bridge, while plans progressed for improvement of Mercedes Airport, the nation's highways, and Managua's sewage system.

ing the fourth quarter in laying new water mains in Managua. The work is being financed by a $3 million loan from the International Development Association. Completion is scheduled for June 1966.

In late October, construction was started on the Rama Road bridge across the Siquia river to extend the road to the river port of Rama, a distance of about eight kilometers. A significant increase of land commerce between the Pacific and Atlantic coasts appears likely.

The National Congress has authorized the Ministry of Finance to negotiate a $1 million loan from the Grace National Bank of New York to build a new passenger and cargo terminal at Las Mercedes Airport. Architects have been invited to submit plans.

The 1965 public works budget provided $1.5 million for extending the runways of Mercedes Airport. A $1 million loan was authorized by AID in 1963 to lengthen the runways to accommodate jet aircraft. Two bids have been received but no contract award has been made as yet.

The 1965 public works budget also includes almost $9 million for highway construction. The largest allocation (almost $2 million) is for continuation of the Telica-San Isidro road, which will open new areas to cultivation and speed coffee shipments from the Matagalpa area to the port of Corinto.

The Government is emphasizing road construction because it considered that the present rate of economic expansion could only be maintained by opening up new areas to cultivation. The total 1965 budget stands at about $66.5 million.

Panama expects robust business expansion to hit new peaks in '65

Orderly transition to new government sparks business confidence; investment surge paces strong showing by construction industry

Foreign trade and domestic commercial trade was up in Panama during the final quarter of 1964 and signs are for further improvement during the months ahead. Increased exports, rising commercial sales and increasing confidence are sparking the improving economy.

Foodstuffs and certain garments were the most notable import gainers due to the usual pre-Christmas rush and merchants' efforts to increase inventories. Exports of bananas, shrimp and petroleum products also were greater than during the same period in 1963, according to fragmentary reports.

Colon Free Zone business during 1964 ran ahead of 1963. Imports were $90 million and exports were $133 million, of which 15% went to local consumption in Panama and the Canal Zone.

Panama's Office of Price Regulation applied import quotas to women's lingerie despite protests by importers, in order to protect a small but developing local industry.

Domestic trade and business quickened noticeably during the fourth quarter as Christmas shoppers filled the streets and some productive sectors took measures to increase production. Rising confidence followed the orderly transition to the new administration of President Marco Robles, which has already passed a tax reform law, and signed an agreement with the U.S. regarding the need for a new Panama Canal Treaty. The Jan. 9 anniversary of last year's riots passed without major incident.

Retail sales were generally on a par with those of a year ago, though weaknesses were noted in certain lines.

A noticeable increase in total deposits and savings deposits occurred during the quarter. A branch office of the Bank of America and Panama's first savings and loan association opened during the quarter. Over $2 million was paid out to holders of Christmas savings accounts. The Chase Manhattan Bank loaned $600,000 to the People's Credit Bank for expansion.

Spreading out

Significant developments in the agricultural sector included a plan to decentralize the activities of the Ministry of Agriculture. The plan calls for six district offices to provide farmers with more direct and speedier services, such as arranging credit grants, working out building and development plans, and providing specialists and technicians for counsel on agricultural problems. The effort to control the spread of the Mediterranean fruit fly continued in the Conception-David-Boquet area and in nearby Costa Rica.

The shrimp industry was reported prospering as it finished the 1964 season with an average monthly catch of over a million pounds. Sponsors of a proposal to establish a semi-autonomous agency to give special attention to the fishing industry were focusing attention on further development of Panama's inland lakes and rivers as sources for fish.

As expected, tourism fell below the normal seasonal levels during the quarter, due almost entirely to the fact that Panama is not a port of call for most of the "winter cruise" ships this year. Tourists and business visitors arriving by air were apparently coming in the usual number. However, sales of maritime

A MODERN BRIDGE carries Inter-American Highway traffic over Panama's serene San Pablo River.

tourist cards were down drastically, while combined revenue from tourist cards sales of all types dropped 23%. The Panamanian Tourist Institute is making a major effort to attract visitors, especially from neighboring countries.

The construction of private housing surged forward, while general activity of the construction industry remained at the levels of a year ago. The total value of private building permits issued in Panama City during the quarter reached $3.9 million, while it stood at $4.1 million during the same period last year. There were no permits issued for the public sector during the fourth quarter; last year they amounted to $1 million. A real estate development corporation completed the major portion of a 90-house program for 1964 during the quarter. Land development work has been started on a new two-year program calling for the construction of 225 homes.

Development plans

Several reports of plans for new investment in industry were among the most encouraging developments during the quarter. A number of construction and government development projects are also being continued or initiated.

Construction was resumed in late November on the country's second cement plant, Cemento Atlantic, S.A. The plant is now expected to be in operation by early 1966.

The new abattoir in David in Chiriqui Province opened soon after the beginning of the year. Equipment for a refrigeration plant to serve the abattoir has now arrived. Present plans call for the refrigeration equipment to be installed in the Colon Free Zone as a storage facility for anticipated exports from the abattoir.

A proposal to invest $4 to $7.5 million in a textile industry was announced jointly by representatives of Textiles Nacionales, S.A., a newly formed Panamanian corporation, and Compagnie Generale d'Entreprises Electriques, the same French company which is involved in both the new abattoir and the proposed refrigeration plant. Contract negotiations with the Panamanian Government have not yet been completed, however, and the project is still very tentative.

In other fields, an American pharmaceutical firm announced plans for a $250,000 investment in manufacturing facilities to be added to its present operations in the Colon Free Zone; an aluminum extrusion plant is reported to be installing anodizing equipment; and two firms manufacturing related plastic products merged their operations in a single new plant with expanded capacity.

As of mid-December the recently inaugurated development loan bank, Desarrollo Industrial, S.A. (DISA), had approved 10 applications for industrial development loans totaling $468,000. Additional applications totaling $441,000 were said to be near approval. A $1.3 million office and commercial building was started in October in the heart of Panama City, and scheduled for completion within a year.

The 1965 budget calls for a $7 million public works program for 1965 to include projects in all parts of the country, with $4.5 million of the funding included in the 1965 Federal budget. This latter portion calls for the construction of several access roads into the interior and for needed repair and resurfacing of existing roads. Other projects include construction of schools and a variety of public buildings.

Help for investors

Are you considering investment in emerging areas? Do you wish to license your technical know-how in developing countries? Do you require guidance in implementing your investment decision?

For assistance on specific investment problems in lesser developed parts of the world, contact the Bureau of International Commerce, Office of International Investment, U.S. Department of Commerce, Washington, D.C. 20230. Telephone: Area code 202, WOrth 7-4065.

Assembly of a 12,250 kw. gas turbine generator unit at San Francisco de la Caleta was virtually completed and a new 22,500 kw. steam-electric generator unit was started at Bahia de Las Minas. Work was also started on a 40-mile power line between Panama and Colon. All these development projects are part of the $16 million, three-year expansion program of the Cia. Panama de Fuerza y Luz.

Public finances

A new tax reform law, a record high budget for the coming year, and the conclusion of three loan agreements highlighted public finance activity during the quarter.

The tax reform law, which became effective January 1, introduced several tax concepts new to Panama and increased the tax rates on both personal and corporate income in many of the higher income categories. Major features of the law were outlined in a summary article in "International Commerce" on February 1 (a reprint copy is available upon request). In addition to the tax changes, it revised tax collecting and enforcement techniques.

Record budget

The budget for 1965 stands at an all-time high of $86.6 million; part of the increase will be covered by the estimated minimum of $4 million in new revenues expected from the recently increased taxes. By comparison, 1964 budget expenditures through November were $73.2 million and its year-end deficit was $3.4 million.

Loans signed during the quarter include: 1) $2.4 million for agricultural development, including technical assistance, construction and purchase of equipment; 2) $2 million for a variety of feasibility and pre-feasibility studies in rural development, housing, educational facilities, power and water systems; and 3) $3.5 million for fiscal support to the Government of Panama.

The Government's total public debt amounted to $113.3 million at the end of 1964. The external funded debt accounted for $58.9 million of this amount, not including some new loans amounting to $14.5 million signed during 1964. The balance of Panama's foreign debt is made up of loans from the World Bank, the Inter-American Development Bank, the Export-Import Bank, and the U.S. Agency for International Development.

An appropriation of $5.6 million has been made in the 1965 budget to service the growing foreign debt.

The funded domestic debt was $54.4 million. All but $1.2 million of this was in domestic bond issues and the balance in direct loans. The 1965 budget appropriation for servicing the domestic debt is $6.8 million, an increase of $800,000 over the amount appropriated for the 1964-65 fiscal year. The floating debt remained at approximately $20 million at the end of December.

Dutch extend gas network

The Nederlandse Gasunie N.V. plans to extend its high-pressure gas feeder network by about 150 miles this year to supply Groningen gas to the western provinces and to increase deliveries to the industrial Twente Region in the east. In addition, about 400 miles of connecting regional pipelines will be laid in various parts of the country.

About 300 miles each of transmission and distribution pipelines were constructed last year.

COFFEE BELOW, BUT only in this aerial view of a processing plant. El Salvador expects a surplus this year over the export quota allowed by the International Coffee Agreement. (Pan American Union photo.)

Industry provides major impetus as El Salvador's upswing enters third year of continued growth

Soaring imports led by capital goods, industrial raw materials; 133 investment applications approved during fourth quarter

El Salvador's economic upturn entered its third year during the fourth quarter of 1964, and Christmas sales were reported to be 20% higher than those of 1963.

Foreign exchange reserves declined seasonally throughout the fourth quarter until the last three weeks in December when resumed shipments of export crops reversed the decline. By the year's close, net international reserves had risen to slightly more than $40 million, compared with slightly more than $37 million at the close of 1963.

Year-end import figures reached an all-time high of $196.9 million, up 30% over 1963. While there was obviously some increased spending on luxury and consumer goods, an analysis of available information for the first nine months shows that the largest increases in imports were for capital goods, raw materials for industry, and fertilizers.

During 1964 exports increased 16% over 1963—from $153.6 to $178.4 million. Coffee and cotton again comprised the major share of Salvadoran exports. However, exports of processed and manufactured goods also increased, mainly to fellow members of the Central American Common Market (CACM).

Provisional figures for such selected exports as inedible oils, chemical manufactures, various manufactured goods and refined petroleum products show a 33% increase over 1963. The largest increase was registered in miscellaneous manufactured goods, up 37%.

First since 1960

The trade deficit of $18.5 million was the first adverse trade balance El Salvador has experienced since 1960.

The U.S. share of the market was estimated at 35%, about the same as 1963. Trade with the CACM countries continued to increase. Guatemala is now tied with West Germany as the second largest supplier to El Salvador, each having 8% of the import market. In spite of Japanese efforts to capture a larger share of the Salvadoran market, figures for the third quarter showed their share at 6%, down from the 7% attained in 1962.

Industrial growth in El Salvador was one of the major factors pacing 1964's economic growth and general prosperity. The Ministry of Economy approved 133 applications for the benefits of the Industrial Development Promotion Law. These projects involved a planned investment of $33.1 million, and were expected to provide employment for almost 17,000 persons.

Development loans

The value of loans granted by INSAFI, the Salvadoran Industrial Development Institute, also increased by 36% over 1963, totaling $4.5 million. INSAFI provided 35% of the total loans from its own resources, the U.S. Agency for International Development (AID) funds provided 31% of the total, and the remaining 34% came from a variety of sources including the Inter-American Development Bank and the First National City Bank of New York.

Construction industry sources reported that skilled construction labor was becoming increasingly scarce. Even the labor unions were unable to furnish all the craftsmen needed.

Harvesting of the 1964-65 lint cotton crop in El Salvador was well underway, with the outlook for a record breaking production of 92,000 metric tons, an increase of 23% over last year's crop and 6% above the previous 5-year average.

Sugar production for 1965 is presently being estimated at 109,000 metric tons by the Sugar Cooperative and the Ministry of Agriculture—a substantial increase over the 65,550 metric tons produced during 1964. A surplus of 50,000 metric tons over domestic consumption will be available for export during 1965.

Although 1964-65 will be a down year in the coffee cycle, El Salvador still expects to have a surplus over the export quota allowed by the International Coffee Agreement. During 1963-64, West Germany purchased 47% of total coffee exports and the United States took 40%, followed by the Netherlands, Japan, Belgium and Finland. The United States was the principal market for soluble coffee, purchasing 52% of total exports. The remaining soluble coffee exports went to Western Europe.

Production of corn and beans, the main staples in the local diet, was substantially down during 1964. Corn pro-

duction dropped 12% and bean production fell 22%. Imports, mainly from Nicaragua and Honduras, were high and are expected to reach record levels again in 1965.

Farm aid

The AID agricultural credit loan programs have helped approximately 3,000 farm families and cooperative members. One 400-member cooperative realized a 300% increase in income through use of a $100,000 loan approved early in 1964. The AID irrigation and soil conservation loan of $1.6 million is also beginning to make itself felt, with pilot projects operating in several areas. Private loans under the AID livestock improvement loan of $1.9 million are averaging $4,000 each.

Work has begun on two important road projects financed by the International Development Association under the National Highway Program. A wider and straighter divided highway between Santa Tecla and El Cuchillo will greatly facilitate traffic to Acajutla and Santa Ana. Work is expected to be completed by next February. The Santa Tecla-La Libertad road improvements are progressing rapidly. When completed, the road will speed travel to the shipping and resort facilities at La Libertad.

Electric power consumption reached 340 million kilowatt hours during 1964 —up from 240 million kilowatt hours in 1960. This 40% increase in five years reflects the expansion of the Salvadoran economy, as more and more industries, schools, and homes turned to electricity for power and lights. By 1968 the presently planned and on-line generating facilities are expected to be inadequate to meet anticipated power demands. Plans are underway to meet the expected increase in power requirements.

Money in the bank

Total bank deposits fluctuated narrowly during the quarter, gaining only a modest 4% over the third quarter. For the year, however, bank deposits increased by approximately 16%. Savings accounts and time deposits grew by 23% and 26% respectively, while sight deposits rose only 7%. Contrary to 1963, increases in bank deposits during 1964 were matched by a corresponding 16% increase in commercial credit.

Approved budget estimates for 1965 call for a balanced budget of $99.9 million, about 12% higher than 1964. Changes in budget allocations gave agriculture a 53% increase over 1964. Education continued to be the largest recipient with 21% of total expenditures, followed by public work expenditures.

Continuing industrial growth brightens Bolivia's 1965 outlook

Special documentation still hampers imports from U.S.; rising motorcycle sales reflect prosperity among campesinos

Industrial growth is playing the key role in Bolivia's economic expansion, and continued improvement is expected during 1965.

Bolivian industry increased its contribution to the gross domestic product by about 5% during 1964.

Since sugar production now exceeds consumption, a campaign to increase domestic consumption has been initiated, which is a new twist in Bolivia.

A new textile mill in Cochabamba began operations during the quarter and one of the larger La Paz mills continued with plans to double its capacity. Increased production was also recorded in wool, cotton, and synthetic fibers.

The manufacture of wearing apparel, an industry whose products have only recently found acceptance, continued at an increased pace, with products of a relatively high quality offered at competitive prices. There was also increased activity in the construction industry.

During October a trend toward the purchase of light motorcycles, principally of Czech or Japanese origin, was noted among the more prosperous "campesinos," although the more expensive U.S. and German models also found an increasing market in La Paz. Sales of radio sets, record players, and other electrical appliances were adversely affected by the unsettled political situation in November.

Requirements for special letter-of-credit documentation continued to hamper imports of U.S. goods, as did the more favorable credit terms offered by European and Japanese suppliers.

Below target

Tin production of the National mines (COMIBOL) totaled 4,657 metric tons of fine tin during the fourth quarter, an increase of 5% over the previous quarter. The year's total of 17,691 tons was 4% below COMIBOL's target for 1964, but represented an increase of 15% over the 1963 total of 15,400 tons.

Tin exports during the quarter were below those of the previous period, but export shipments of antimony, lead, zinc, and copper were higher. Purchases of gold by the Mining Bank (Banco Minero) increased by 31%.

Production of crude petroleum by the National Petroleum entity totaled 13.2 million liters, an increase of nearly 6% over the third quarter of the year and 13% higher than fourth quarter 1963. The production of refined products during the period totaled 47.3 million liters of gasoline, 36.2 million liters of fuel oil, and 17.2 million liters of kerosene.

During November the National Petroleum entity successfully completed a second well approximately 30 miles from Santa Cruz, with an estimated daily output of 5 million cubic feet of natural gas.

Despite the setbacks arising from last November's political troubles, Bolivian agriculture continued to expand output to such an extent that the dual problems of transportation and marketing have become more acute.

Fruit shipment

The Committee for the Commercialization of Fruit (CONCOFRUT), however, continued its successful shipments of bananas to Argentina and initiated shipments of pineapples to northern Argentina. The first shipments of honey were made to the Netherlands, in an effort to find an outlet for the abundant production of the Santa Cruz area, which has been hampered by transportation problems. The completion of bridge construction on the Santa Cruz-Yacuiba Railway should help solve this problem.

Exports of alpaca and llama wool totaled 267,687 pounds, an increase of 50% over 1963 shipments.

The new Government has undertaken the study of priorities for highway construction projects, emphasizing roads to open new mining areas rather than roads to develop colonization in the Oriente region. New roads to recently discovered mining areas as well as the improvement of old roads serving known mines are under consideration.

Panagra instituted jet service from La Paz to Lima twice weekly and from La Paz to Buenos Aires on a weekly basis. Jet service through La Paz is also contemplated by Braniff. The additional service is expected to lessen Bolivia's isolation from the rest of the continent and may increase tourism.

STORAGE TANKS for maintenance materials at the Kariba Gorge Hydroelectric project, which supplies much of Rhodesia's power requirements. An investment slowdown is clouding the economic outlook.

Rhodesian economy seems buoyant, but the outlook is uncertain

Investors reluctant to make large capital commitments; U.S. provides 7% of imports, buys only 2% of exports

The economy of Rhodesia is maintaining its outward appearance of buoyancy. However, the growing shortage of skilled manpower and the reluctance of both foreign and domestic investors to make the large capital commitments necessary to sustain economic progress indicate the possibility of a downturn in the not-too-distant future.

Prolonged disagreement over the nature of Rhodesia's constitutional relationship to Britain has accentuated the uncertainty regarding the country's political future.

Rhodesia had a favorable balance of trade for the first 10 months of 1964. Imports amounted to $256.8 million, consisting mainly of machinery, petroleum products, fabrics, and wheat. The United Kingdom and South Africa were her principal suppliers, with $17.1 million or 7% of total imports coming from the U.S.

Export performance

Exports for the 10-month period were valued at $338.8 million and went primarily to Zambia, the United Kingdom, and South Africa. The principal export was tobacco, followed distantly by asbestos, gold, meats, apparel, and refined copper. Exports to the U.S. amount to $7.3 million, or 2% of the total.

Rhodesia recently signed a trade agreement with South Africa designed to help offset Rhodesia's heavily adverse trade balance with the Republic. The trade agreement with Japan has been reaffirmed for another year and trade negotiations with Portugal are scheduled for early 1965. However, Zambia has announced her unwillingness to conclude an agreement with Rhodesia.

The average monthly index of industrial production rose to a record 112 (1961 = 100). The rise was due primarily to increases in mineral production and electricity, which are heavily weighted in the index. Metal and metal products, textiles and clothing, and foodstuffs also showed continued strength. The construction industry, not included in the index, remained depressed.

The pipeline to carry refined products from the Mozambique coast to Umtali was completed in December.

Investment at standstill

Virtually no outside investment and little internal investment has taken place in recent months.

A significant upturn was noted in mineral production during 1964, with total production expected to be valued at slightly more than $72.8 million. This is about $5.6 million above the 1963 figure, although still well below the 1961 level. Gold exploration increased under Government stimulus and the outlook for chrome showed slight improvement.

Sales of flue-cured tobacco set seasonal records in both volume and aggregate value; however, the depressed prices resulting from the bumper crop reduced growers' profits to a new low, and voluntary production controls have been introduced for the first time. Production of burley and Turkish tobacco is expected to double next year.

An attempt to diversify tobacco markets has met with notable success, although the bulk of the production is still sold to the United Kingdom and Germany.

Cotton is now an outstanding crop, with 50,000 acres planted which should yield 35 million pounds. Rhodesian beef exports during 1964 may have totaled $11.2 million, a new record. Sugar continues to increase in importance to the Rhodesian economy. Rhodesia's admission into the Commonwealth Sugar Association results in a basic annual quota allocation of 25,000 tons of sugar at a negotiated price; an additional marketing of 100,000 tons of sugar per year in Britain and Canada is assured at world prices, and a United States sugar quota of just over 8,000 tons was allotted for 1965.

Processed food show at Tokyo Center draws daily average of over 600 visitors

Japanese approve of new products such as 'convenience foods' and processed items; hundreds crowd around papaya juice booth

American processed foods, displayed at the Trade Center in Tokyo, attracted more than 3,000 Japanese trade visitors during the first five days.

Most of the visitors were importers, wholesalers and distributors, confectioners, bakers or food manufacturers. The 10-day show was sponsored by the Department of Agriculture.

Japanese visitors said they were favorably impressed by the "vast variety" of the displays, which included walnuts, frozen chicken, frosted pineapple-papaya desserts, soups and spices.

Many also expressed keen interest in the large number of new processed food products which were brought into Japan for the first time. Among these were the "convenience" foods—ready-to-serve frozen dinners and desserts.

One exhibitor, the Stange Co. of Chicago, proudly claimed that its food seasonings could be found extensively in products on display at the show.

Charles B. Rasmussen, manager of the firm's international division, said, "We've had a very busy first week here. The exposure has been excellent. The last time we participated in a trade center show we collected 650 business contacts.

"We expect to collect at least as many in this show. We're going to have a lot of follow-up to do later."

Thirsty crowd

One of the popular booths at the show was that run by the Aloha Papaya Co., Ltd., of Honolulu.

In the first five days of the show, Mrs. Colleen Miyamoto, secretary-treasurer of the firm, had passed along nearly 1,500 cupsful of frosted pineapple-papaya dessert.

"We're emptying at least 300 plastic cups every day," she said. "All the visitors want to try our papaya. They don't have it yet in Japan. They think it's terrific. I've been flooded with inquiries about the product, about the price, and about availability. This trade center show has been a wonderful means of promotion," she said.

Additional details about international trade fairs and trade center shows are available from the Bureau of International Commerce, Department of Commerce, Washington, D.C., 20230.

Home maintenance products to be seen at Paris show

The first International Exhibition of Home Maintenance and Cleaning Products is scheduled to take place at the Exhibition Center of the Porte de Versailles, Paris, May 19-31.

The show is tied in with the Paris Fair and is sponsored by the French maintenance and cleaning products trade association.

Included will be displays of maintenance and cleaning products, paints and varnishes, brushes, paint brushes, rollers, chemical products related to cleaning and maintenance, waxes, polishes, candles, molded plastic articles, floor tiles and coverings, wall papers, perfume and hygienic products, toilet soaps, powders, detergents, small electrical household appliances, issue paper and paper articles for the home, fixtures and displays for maintenance and cleaning products stores.

Write: Salon International de la Droguerie—Confort et Hygiene du Foyer—Commisariat General, 23 rue Notre-Dame des Victoires, Paris 2e.

Wood manufacturing show to take place in Athens

The first Panhellenic Exhibition of Wood Manufacturing to be held in Athens, Greece, will take place July 8-11.

Write: First Panhellenic Exhibition of Wood Manufacturing, 47 Akademias St., Athens, marked for the attention of Prof. S. Agapitides, chairman of the board of the Small Business Organization, Athens.

Padua trade show scheduled in June; U.S. firms invited

U.S. Consulate in Trieste plans information center for exhibitors

The 43rd Padua International Trade Samples Fair will be held May 31-June 13. It will cover many categories of merchandise.

The U.S. Consulate in Trieste, which will operate a Business Information Center (BIC) at the show, calls the exhibition "an excellent opportunity" for American companies to establish a market or expand sales of their products in Italy.

U.S. exhibitors and business visitors should register at the BIC, says the Consulate, so inquiries there may be passed along to the "appropriate parties."

Lots of copies

Publishers of trade journals are requested to send as many copies as possible for use in the Center. Descriptive literature, brochures, price lists and business proposals also may be sent by those wishing to sell their goods in Italy.

This material will be exhibited, then distributed "on a selective basis" to potential business prospects.

Packages of publications and literature for the Padua Fair should be sent as soon as possible to the U.S. Consulate in Trieste, and marked, "Printed Matter—No Commercial Value." They should be marked, inside, "For use at Padua International Trade Samples Fair BIC."

Exhibited products which drew the most attention last year included building machinery and equipment, plastic materials, agricultural machinery, prefabricated houses, machine tools, and hotel and restaurant equipment and supplies.

CROSS LICENSING

A cross licensing arrangement is sought by Australian firm offering U.S. license for its mechanical street sweepers and seeking licenses to produce mobile garbage compactor units, municipal incinerators, beach cleaning units.

Write: Ebeling, (NSW), Pty., Ltd., 156 Bonds Rd., Riverwood, N.S.W., Australia.

ABOVE, Don Hart of Siegler Heater Co., Centralia, Ill., explains operation of gas-fired hearth.

LEFT, Joe Hanseler of Hunter Douglas International Corp., New York, talks with a prospective customer while Robert Stockwell (left), sales director for Weil-McLain Co., Machigan City, Ind., looks and listens.

BELOW, Dutch representatives of Dresser Industries, Bradford, Pa., put finishing touches on exhibit of pipe repair specialties. Second from left is W. Bradlee Smith, Bureau of International Commerce.

Cash registers ring for U.S. exhibitors at Netherlands fair

Gates closed last week on the Royal Netherlands Industries Spring Fair in Utrecht but cash registers continued to jingle for more than three dozen U.S. manufacturers who took part in it under the auspices of the Bureau of International Commerce.

The official U.S. exhibition was devoted exclusively to gas appliances and equipment for the natural-gas industry. One of the world's largest natural-gas reserves is under development in the Netherlands, creating a market potential for these products through Western Europe.

As the eight-day Utrecht show ended, preliminary reports from the BIC exhibition indicated U.S. manufacturers were expecting more than $1 million in sales for their efforts.

Photographs of some of the activity at the U.S. exhibit appear on these pages. One highlight was an opening-day reception at which each exhibitor was assigned a table for receiving business guests.

U.S. exhibitors were reported "wholeheartedly enthusiastic with their participation in terms of magnitude and possibilities of market for their products and large number of prospective agents and opportunities for licensing."

ABOVE, William H. Rishchynski, service manager for international division of Hupp Corp., Cleveland, Ohio, talks business with prospective customers during exhibitors' reception for clients in Utrecht.

ABOVE, Edward S. Simmons (right), manager of U.S. exhibition at Royal Netherlands Industries Spring Fair, escorts Dr. J. E. Andriessen, Dutch minister of economic affairs, on tour of displays.

BELOW, an air of informality marks transactions between guests and Dutch agents of Johns-Manville Corp. Each U.S. exhibitor had table at reception.

Taiwan revises, expands statute to encourage private, foreign investment in major industries

Incentives added for development of large firms include broadening exemptions to business tax

The Chinese Government, faced with the complete phaseout of U.S. economic assistance this year, recently revised and expanded its 1960 Statute for Encouragement of Investment in an effort to attract more private foreign investment into Taiwan.

In addition to the long list of investment incentives found under the old statute, the revised statute provides incentives for the development of large firms in certain important industries.

Industries affected include basic metals, electronics, machinery manufacturing, transportation equipment manufacturing, chemical fertilizer, petro-chemicals, pulp manufacturing, or industries for the installation of natural gas pipelines.

Under the revised statute, firms investing in these industries with a paid-up capital of $2.25 million are eligible to import their machinery and equipment duty free.

Basic guarantees unchanged

The basic incentives and guarantees found in the old Statute and in an earlier investment law—a five-year income tax holiday, an 18% maximum business income tax, unlimited remittance of profits and guaranteed repatriation of capital, and a guarantee against expropriation—remain largely unchanged.

To promote increased exports, exemption from the business tax, which previously was limited to exporters or manufacturers who export, is now granted to most firms having anything to do with exports, i.e., to firms which consign or sell goods to exporters, which process goods for exporters under contract, which export goods through industry-sponsored export companies, or which handle international transportation or perform other services which earn foreign exchange.

To develop important industries beyond the means of private investors, a special development fund has been established to be financed through the public sale of stock in certain Government enterprises and long-term development bonds.

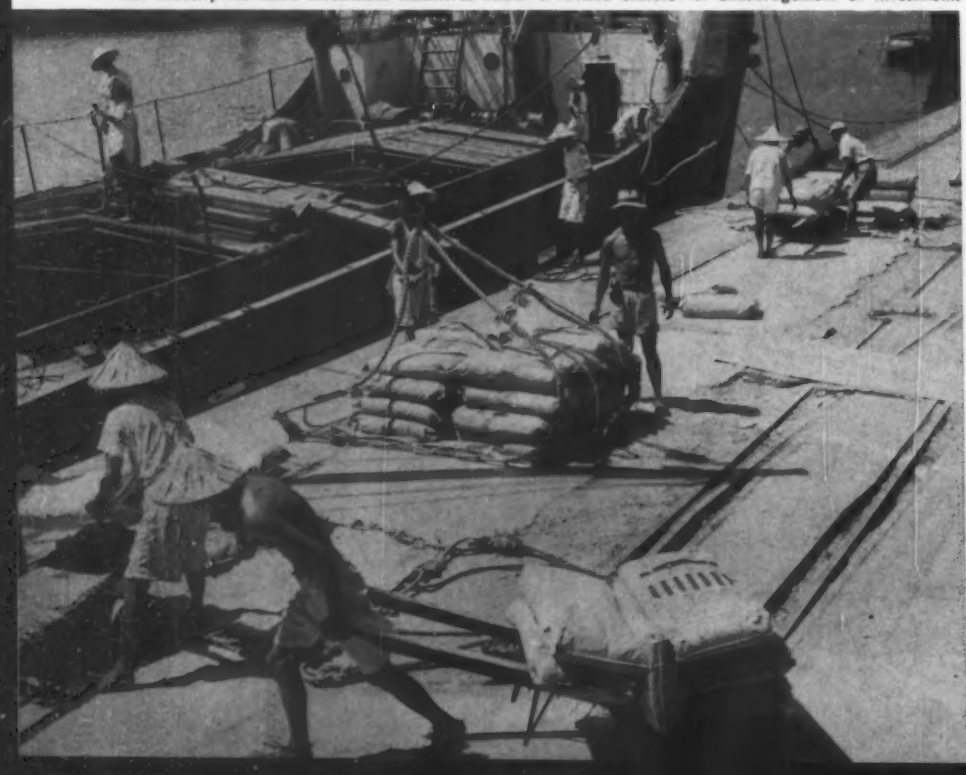
Sale of profitable industries

Enterprises developed under the fund, if profitable, eventually would be sold to the public, and the proceeds from the sale used to develop additional industries. In some cases, joint investments would be made with private investors.

Other provisions of the revised statute include accelerated depreciation of new machinery and equipment obtained under an expansion program, exemption from certain taxes for approved mergers of small, uneconomical firms, and the creation of an export insurance program, the details of which are to be worked out by the Executive Branch of the Government.

For a copy of the English translation of the revised statute, write: OIRE, Bureau of International Commerce, Department of Commerce, Washington, D.C. 20230.

FERTILIZER BY THE BAGFUL is loaded at Keelung. The Chinese Government has designated the fertilizer industry for more investment incentives under a revised Statute for Encouragement of Investment.



Singapore increases duties on beer, ale, porter, cider

Singapore has increased import duties on beer, ale, stout, porter and cider.

The full duty on these items will be approximately $2.48 while the Commonwealth preferential duty will be approximately $2.35. Previous full and preferential duties were approximately $1.70 and $1.57 respectively.

For additional information on new duties in the Malaysian areas, **write:** OIRE, Bureau of International Commerce, Department of Commerce, Washington, D.C. 20230.

New Tunisian agency

A Tunisian governmental agency, the Office des Cereales, has assumed exclusive responsibility for importing, distributing, and processing feedstuffs in Tunisia.

The Office des Cereales is located at 23 Bis Rue Al-Dijazira, Tunis.

Dominican Republic enacts law to regulate sale of securities by local and foreign companies

New rules are designed to protect small investors by setting guidelines for activities of companies

The Dominican Republic, to protect its small investors, has enacted a law regulating activities of companies that issue or offer any type of securities for sale to the public.

The law, believed to be the country's first law on this subject, is administered by the Superintendent of Banks. It is applicable to all Dominican and foreign companies that offer for sale or introduce into the Dominican Republic's market shares of stock, obligations or titles of any kind.

Companies desiring to engage in this type of activity must, upon legal organization, have a minimum capital of $25,000, exclusive of any other assets that may be contributed on formation of the company. The entire capital must be deposited in cash in a domestic bank.

A notarized statement of all subscribers and the amounts paid by each must be filed with the authorities. Withdrawals of such capital may be made only after the company is formed, or, if dissolved, only from its shareholders.

Contributions of capital, other than in cash, must be approved at a stockholders meeting with the consent of the Superintendent of Banks.

Publication necessary

All companies offering any type of securities for sale are required to have published a notice in local newspapers every 15 days giving specified information on the company and its principals, including a new certified financial statement. Shares must be issued without delay for all capital subscribed.

Agents selling securities on behalf of their principals must be approved and registered by the Superintendent of Banks. All companies engaged in this type of activity are subject to intervention and possible liquidation by the Superintendent of Banks whenever it has been determined that sums of money expended for officers' salaries or for publicity of the enterprise are in excess of the sums that have previously been approved at a meeting of the company's shareholders.

This law does not apply to companies or entities that limit their activities to the sale or disposal of securities in a private way. The precise meaning of the term "private" is not explained in the law. However, implementing regulations to be issued by the "Executive Power" will probably define the term "disposal . . . in a private way."

For a copy of an unofficial English translation of the law on loan, **write:** OIRE, Bureau of International Commerce, Department of Commerce, Washington, D.C. 20230.

Dominican Republic lists import deposit exemptions

The Dominican Republic has exempted a number of items from the 40% import deposit requirement.

The exemptions include livestock, poultry suitable for breeding, all products and equipment used in these fields; agricultural equipment, machinery and accessories; barbed wire; agricultural seeds; equipment for fisheries and bee-keeping, surgical instruments and medicines for veterinary purposes.

ELECTRICAL SWITCHES, RECTIFIERS, CONTROLS

Manufacturer of brush holders for carbon brushes, and copper and rare metal contacts for switchgear seeks licensing arrangement with U.S. company to manufacture electrical switches, rectifiers, controls.

Write: Morgan Components, Ltd., Cumberland Rd., Stanmore, Middlesex, England.

Germany gets tariff quota for red wines

The Commission of the European Economic Community has granted Germany a tariff quota at reduced rates of import duty for 110,000 hectoliters of certain red wines used for blending purposes, imported from outside the EEC.

The quota, valid from last Jan. 1 to Nov. 30, is at the following duties:

CXT No. ex 22.05 B I b, no more than 13% alcohol, $5.81 per hectoliter; ex 22.05 B II b, more than 13%, not more than 15% alcohol, $6.11 per hectoliter; ex 22.05 B III b 2, more than 15%, not more than 18% alcohol, $6.56 per hectoliter.

These duty rates are reduced from the established rates of $9, $11 and $14 per hectoliter respectively.

Under other provisions of the tariff quota, wines must be cleared through customs in barrels, tank-cars and other large containers; they must be directly imported from the producing country; and their alcohol content must be not less than 95 grams (9.5% by weight) but not more than 140 grams (14% by weight) per liter.

The wines also must be intended for dilution with at least three times the volume of another kind of home grown wine (including rose wine), provided it has not yet been diluted by a foreign red wine.

Imports into Germany of these red blending wines from member states and Greece are to be duty free during this period.

EEC exempts small non-commercial items

The European Economic Community has exempted from internal duties small items of a non-commercial nature shipped from one member state to another and addressed to private individuals or carried in the baggage of travelers.

According to the schedule which the Commission set up when a special rate on small non-commercial items was established, the rate on these items which should have gone into effect Jan. 1 was 3%.

The Commission, however, has recommended to the member states that they eliminate the small duty altogether.

U.S., France to discuss income tax treaty revisions

Representatives of the U.S. and France will meet in Washington this spring to begin revision of the income tax treaty between the two countries.

The revision is expected to be extensive since the existing treaty was negotiated in 1939 and is one of the oldest tax treaties with the U.S. now in force.

Negotiations will encompass a number of specific problems which evolved out of many changes in the tax law of both countries since 1939. Income of professional people, entertainers, investors, employees of foreign corporations, and withholding on such income will be discussed.

Both France and the U.S. are members of the Organization for Economic Cooperation and Development (OECD) and the Organization's "Draft Double Taxation Convention" published in 1963 will be considered in the negotiations.

Those interested in the new treaty may wish to consult the OECD draft and the treaty recently concluded between the U.S. and Luxembourg. The Treaty, No. 5726 in "Treaties and Other International Acts Series," is published by the State Department.

Comments or suggestions on the treaty revisions should be submitted by April 1 to Stanley S. Surrey, Assistant Secretary of the Treasury, Treasury Department, Washington, D.C.

Colombia to implement Government drug program

Colombia's Ministry of Health has called for implementation of the Government's drug program.

A Ministry resolution provides for establishment of special drug stores in local communities under the general supervision of existing public health institutions. These community drug stores will sell most generic drugs at cost, plus 10% and provide some vital drugs free of cost.

For copies of Resolution 108, on loan, **write:** OIRE, Bureau of International Commerce, Department of Commerce, Washington, D.C. 20230.

ALUMINUM PANELS

Producer of made-to-order aluminum panels for the building industry seeks license to make standardized aluminum panels for prefab building sections and for window and door frames.

Write: AB Georg Sandin, Virkesvagen 24 C, Stockholm 20, Sweden.

Euratom, ECSC, EEC will form merged commission

European Community agrees to fusion slated for 1966, featuring nine-man body

The Council of Ministers of the European Community has agreed to merge the executive bodies of the European Economic Community (the Common Market), the European Coal and Steel Community and the European Atomic Energy Community.

The merger is expected to take place at the beginning of 1966.

The fusion of the EEC and Euratom commissions and the ECSC High Authority into a permanent, unified commission of nine members will be authorized next month when a new treaty modifying the Rome and Paris Treaties which established the individual communities is signed.

The merged commission will consist temporarily of 14 members. The nine-member commission will come into being when the three communities' treaties are merged or at the beginning of 1969, whichever is sooner.

The permanent commission will include two members each from France, Italy and Germany and one member each from Belgium, Luxembourg and Netherlands. There will also be a single Council of Ministers for all three communities.

Previous delays

A fusion of the European Community executives has been under discussion for two years but was delayed by efforts of the Community to compensate Luxembourg for the impending loss of the ECSC High Authority.

A number of Community institutions will remain in Luxembourg, including the European Court of Justice, the European Parliament secretariat, the Community statistical and publications offices, and certain ECSC High Authority directorates.

A number of other Community organizations, including the European Investment Bank and certain administrative agencies for competition, will be transferred there. In addition, other compensation, to be authorized in the future, has been planned for Luxembourg.

Singapore announces import restrictions

New import restrictions have been announced by the Government of Singapore. All imports of Plastic/PVC Insulated Electric Cables from any country, including the rest of Malaysia, will have to be covered by specific import license. Quotas will be restricted to 45% of an applicant's proved imports for the period January to September 1964 and are to be issued at intervals of three months beginning last Feb. 1. There will be no quotas on these cables manufactured in Malaysia.

The Singapore Government has also imposed quotas on a number of items considered for inclusion in the Malaysian Common Market.

These include rubber and plastic products, wood, steel construction material, batteries, and small household items such as soap, toothpaste, and shoe polish.

The quotas are considered to be temporary, but no termination date is given.

For a list of these items and the import quotas fixed by the Singapore Government, **write:** OIRE, Bureau of International Commerce, Department of Commerce, Washington, D.C. 20230.

EEC Commission suggests auto production integration

The European Economic Community Commission suggests community-wide integration of auto manufacturing facilities for a more efficient utilization of production capacity.

At a meeting with representatives from the automotive industries of EEC countries, the Commission predicted an increased output of 5% at the most for 1965 and an increase in the number of registrations of 4.7%, a slight gain over last year.

The meeting was held to consider current and future production and market developments in the automobile industry.

The Commission has cautioned the industry against investing in new production capacity without considering the potential which exists for increased specialization and standardization.

The Commission foresees a program of sharing work among member states so that a given motor might be manufactured from parts and spare pieces constructed in specialist production units or that a firm might produce its various models in different member states. It points out that this tendency already exists in certain U.S. concerns established in EEC countries.

Rwanda asks for U.S. participation in construction of cement plant

Machinery, equipment, management advice, financial assistance required for proposed facility at Mibirizi

The Government of Rwanda would like an experienced U.S. firm to establish a cement plant near Mibirizi, Cyangugu Prefecture, in southwestern Rwanda.

A facility estimated to cost $1.2 million with an annual capacity of 30,000 to 34,000 tons is contemplated.

The amount of financial participation in the project by the U.S. firm is open to negotiation between the firm and the Government. The U.S. firm probably would furnish machinery and equipment, and construction and management of the plant would be a responsibility of the U.S. firm.

Consumption of cement in Rwanda is kept down at present only by its high price and the lack of foreign exchange to pay for its importation. In the first half of 1964, 4,512 tons of cement were imported and the trend was sharply higher in the second half due to increased building and greater foreign exchange reserves.

UN report

According to a study made by a team of United Nations technical assistance experts, the difference between the cost of imported cement and the cost of cement produced in the type of plant contemplated is so great that there can be no doubt of a Rwandan cement plant's economic feasibility.

Abundant unskilled labor, sufficient electric power and the majority of raw materials are reported available locally. The plant's location near the southern tip of Lake Kivu makes possible cheap transportation over the lake to Gisenyi, on the northern end of the lake, where large deposits of volcanic cinders might serve as a base for a cinder block industry.

According to recent reports, proposed site of the plant is within 7.5 kilometers of a high tension power line fed by a hydroelectric power plant which has a good deal of unused capacity.

A deposit of about two million tons of 52-55% lime is located nearby, but the necessary small amounts of gypsum would have to be imported from Kenya. Abundant clay is reported in the area but samples have not yet been subjected to chemical testing.

Write: Minister of Finance, Republic of Rwanda, Kigali, Rwanda.

Indian refrigerator firm requests U.S. assistance

An Indian refrigerator firm would like a joint venture with an experienced U.S. manufacturer to make 6000 sealed compressor units a year for installation in a total of 6000 refrigerators, air conditioners and water coolers.

A new plant located near Calcutta that will provide facilities for this integrated production is contemplated.

The firm now produces refrigerators of 9.3 and 6.5 cubic feet capacity using imported sealed compressor units.

Cost of the project, excluding working capital, has been estimated at $1.5 million. The U.S. associate is expected to finance the purchase of the required capital equipment, presently estimated at about $1 million, and supply complete technical know-how.

Principal raw material requirements—steel, copper, aluminum sheets and insulating materials—are available and a ready profitable market reportedly exists.

Write: Goodhouse Co., 11 Christopher Rd., Calcutta 14, India.

JOINT VENTURE

Firm engaging in production of refractory materials wishes an investment of capital from U.S. company to have available sufficient funds to meet requirements of expanded production, volume of business. Investment should be in joint venture form, with U.S. investor purchasing part of Italian company's stock (up to 51%, if desired) and obtaining in return a proportional share of its profits as well as participation in its management. Technical assistance also would be welcome.

Write: Societe' Emiliana Refrattari, Veggia (Reggio Emilia), Italy.

Flood control studies requested by Ceylon

The Government of Ceylon requests offers from experienced U.S. firms to prepare feasibility reports on flood control and flood protection measures in the development of three river basins: the Gin Ganaga, the Kalu Ganga and the Nilwala Ganga.

These three projects are not necessarily connected and can be undertaken by different firms.

Payment for the studies is to be made on a reimbursable cost plus fee basis. It is important to note, however, that the Government expects the firm or firms making the studies to provide financial assistance to meet the cost of engineering services.

Offers from interested firms should be received in Ceylon not later than April 30.

For details on the type of feasibility report required for each project, **write:** BDSA-6495, Rm. 4111, Department of Commerce, Washington, D.C. 20230.

Completed offers should be addressed to: The Permanent Secretary, Ministry of Land, Irrigation and Power, Galle Face Secretariat, Colombo 1, Ceylon.

A copy of the offer also should be mailed to: The Director, Economic Division, General Treasury, Galle Face Secretariat, Colombo 1, Ceylon.

FOOD PRODUCTS

Well-known French corporation specializing in preparation and canning of food products of good quality, such as shad roes, cepes, anchovies in oil, artichoke-bottoms, and other deluxe canned goods wishes to negotiate joint-venture agreements with U.S. firm engaged in related business activities for increasing production and export trade.

Write: S.A. Francal, Courrejean, par Villenave-d'Ornon, Gironde, France.

HYDROINSULATION MATERIALS

Licenses sought for production of various materials for hydroinsulation in building-construction, particularly thermoinsulation plates and sheets of fiberglass.

Write: Bitumenka, Alipasin Most, Sarajevo, Yugoslavia.

Indian wants partner for pressboard, fiber board venture

Foreign exchange asked to finance imported machinery, equipment

A Bombay import-export firm handling electrical goods, textiles and pharmaceuticals is interested in a joint venture with an experienced U.S. manufacturer to set up a mill in India to produce pressboard and leather fiberboard (leatheroid).

An estimated investment of $462,000 to $525,000 is required to initiate this project, about half of which would be for financing the purchase of imported machinery.

Plant capacity as covered in the "letter of intent" received by the Bombay firm from the Indian Government, establishes a daily production of three to five metric tons.

Pending the negotiations of final arrangements, the U.S. investor would be expected to contribute the foreign exchange required for the purchase of imported machinery and equipment as its share of equity participation in the project and also provide the technical know-how.

Present plans would locate the plant in Udhna (near Surat) in Gujarat where several other industries recently have been built.

Domestic use

Domestic consumption of press board and leather fiber board currently estimated at 3,000 to 3,500 tons annually is entirely met by imports. Consumption is expected to rise to about 7,000 tons a year in the next two or three years.

Although three other firms have been granted "letters of intent" to manufacture these materials, it is stated that only one firm has so far completed plans to establish a manufacturing unit.

Write: Vyas and Vyas, (Pvt.), Ltd., 1-C Nanabhai Lane, Churchgate St., Fort, Bombay 1, India.

ELECTRONIC EQUIPMENT

Firm of electronic engineers is interested in considering the manufacture of electronic equipment, mainly in the audio field and its associated test equipment, under U.S. license.

Write: Electronic Assemblies, Ltd., 221-225 Whittington Road, Bowes Park, London, N. 22, England.

Viet-Nam wants investment in kraft paper, pulp plants

The Vietnamese Government would welcome establishment of a pulp mill and Kraft paper plant by an experienced U.S. firm.

A Kraft bag manufacturing facility is also a possibility. A sulphate pulp mill with a production of 20,000 metric tons annually and a Kraft paper plant with an annual capacity of 10,000 metric tons are the types of installations required.

The basic raw material to make Kraft paper pulp reportedly is available in Viet-Nam. Kraft paper currently being made is not of the highest quality and is used primarily for wrapping paper. This paper is made from a mixture of pulp produced from the local Dalat pine and imported chemical pulp.

Increasing amounts of heavier Kraft paper will be needed for bagging the products of the fertilizer, sugar, and cement plants now planned or under construction.

Write: Au Ngoc Ho, Director General of Industry, Mining, and National Handicrafts, Ministry of Economy, Saigon, Viet-Nam.

Greek proposes automobile crankshaft joint venture

A Greek firm in automobile service and reconditioning work, associated with the local automotive market, requests a joint venture with an experienced U.S. enterprise to manufacture crankshafts and other major automotive parts.

While full details and estimated costs of the proposal have not yet been determined, the U.S. company will be expected to provide financing for the required machinery for installation in a proposed plant to be constructed in Thessaloniki. Technical know-how is also required.

According to the firm, Greece has a good market for a large number of automotive parts made locally, where labor costs are relatively low. In addition, possibilities for exporting these items to neighboring countries are claimed to be favorable.

Write: Sarafides Brothers, 10 - 26th October St., Thessaloniki, Greece.

CLOTHING

Swedish firm seeks assistance from U.S. firm to produce ready-made clothing in its new manufacturing plant.

Write: The Harrimack Co., Kelumbusgatan 3, Goteborg, Sweden.

Swedish companies seek U.S. licensees

Three Swedish firms offer U.S. licenses for the production of dial indicators and testers, gauges and surface plates; electronic parking meter system for commercial garages, and an automatic watering trough for hogs.

For additional information and the names and addresses of the manufacturers, **write:** Office of International Investment, Bureau of International Commerce, Department of Commerce, Washington, D.C. 20230, referring to the appropriate File number assigned each opportunity described below.

A license is offered for the U.S. production of a complete line of standardized inspection units, including dial indicators and testers, gauges and surface plates. The units are designed to form the basis of a manufacturer's inspection system and to facilitate easy assembly of inspection fixtures ranging from simple assemblies for inspecting a few dimensions, to highly complex fixtures for checking a wide variety of dimensions and conditions.

The flexibility of these units enables modifications to fixtures to be easily and speedily carried out to accommodate changes in component design and manufacture in high production. **File 1316.**

U.S. licensees are sought for production of an electronic parking meter system for commercial garages. The firm has a U.S. patent pending. **File 1317.**

An automatic watering trough for hogs is offered under license for U.S. production. It is manufactured entirely of steel, easy to install, free from overflow and splash, 100% self-cleaning, and contains a valve reported to last indefinitely. **File 1318.**

LICENSING ARRANGEMENTS

Firm of shipbuilders, engineers, ship and engine repairers wants licensing arrangements for production of civil engineering plant; building machinery; mining machinery; forging tools; press tools; machine tools; air compressors; steelworks plant; agricultural machinery.

Write: Alexander Stephen & Sons, Ltd., Linthouse, Glasgow, S.W. 1, Scotland.

FURNITURE

Furniture manufacturer seeks licensing arrangement with U.S. firm for the local manufacture of lounge and dining room furniture.

Write: Ashco, Pty., Ltd., 70-72 Parramatta Rd., Stanmore, N.S.W., Australia.

World Trade Opportunities pages 29-43

Pakistan seeks radio, telecommunication, test measurement equipment

The Purchase Coordinating Officer, Telegraph and Telephone Directorate General of Pakistan has issued a series of tender notices calling for various types of fixed and mobile radio equipment, telecommunication equipment and electronic test and measurement equipment.

Pur. 21-14/64/604 calls for supply of various quantities of UHF-radio base stations, receivers and mobile tranceivers, and test equipment, such as field strength measuring set, radio frequency standards, double beam oscilloscope. Some of the equipment is to be mounted in vans, (also to be procured) as mobile monitoring stations, complete with generators and antenna systems. The closing date for this tender is April 12.

Pur. 21-14/64/603 calls for four 1 kw., HF, SSB/1SB transmitters with six pre-set crystal controlled frequencies, and four receivers, with AFC and AGC, operating in the 2-15 m/cs range. Also required are dipole antennas, towers, antenna multicouplers, and diesel generators. The closing date for the tender is March 31.

Pur. 21-23/64/604 calls for the supply of UHF radio sets for telephone network use. Frequency range 54-80 mc/s, power 15 watt, crystal controlled, duplex, two frequency operations. Also one 25 watt fixed and five 10 watt mobile UHF transceivers, operating in the 60 mc/s to 100 mc/s range, crystal controlled.

Also, two HF transmitters, one at 350 watts, 8 crystal controlled channels, for shore station use, in the 1.6 mc/s to 30 mc/s range and one 1 kw. unit, with four or six crystal controlled channels in the 2.5 mc/s to 30 mc/s range, and six communications receivers, continuously turnable in the 3 to 30 mc/s range. Also required are log periodic antennas, FSK recording bridge, channeling equipment, frequency counter, (range 1 kc to 25 mc/s), 18 rotary converters, rheostats and six 5-kva portable diesel generator sets. Closing date for this tender is March 31.

Pur. 21-16/64/608 calls for furnishing UHF radio equipment in the 148 mc/s to 170 mc/s range for five base stations and 50 mobile stations, with duplex and standby equipment for each station, complete with antennas and towers, generator sets and test equipment. The base stations are to 50 watts and mobile sets 20 watts. Closing date for this tender is April 19.

Pur. 21-12/64/607 calls for supply of UHF radio telephone links. Required are three 50 watt base stations and eight–twenty watt mobile units, two 5-kva diesel power plants, towers, batteries and battery charging units. The radio equipment is to operate in the 140 mc/s to 174 mc/s range, crystal controlled, duplex. The closing date of this tender is April 19.

Pur. 21-18/64/606 is for the establishment of two VHF maintenance laboratories and workshops. Required are wide band oscillators, VHF signal generators, avometers, transmission meters, frequency selective voltmeter, standard signal generators, oscilloscopes, crystal calibrators, RF power meters, wave analyzers, frequency meters, VHF spectrum analyzers, AC microvoltmeters, and assorted spares for various specific pieces of equipment. The closing date for this tender is April 12.

In requesting loan copies of the above tenders, please indicate the specific tender(s) wanted, by number.

Loan copies of the specifications are available to firms located in the U.S. from Electronics Division, BDSA 6420, Rm. 4117, Department of Commerce, Washington, D.C. 20230. (Telephone: 202-967-4036).

Tunisia to purchase paper, paperboard

The Government of Tunisia, through Groupement Des Importateurs et des Transformateurs de Papiers Industries (GIIPI), 13 Rue Sidi Bou Mendil, Tunis, Tunisia, has issued tender No. 4, with a bid deadline of March 31.

Approximately 18,000 tons of mixed industrial, business, and printing papers and paperboard are required. Correspondence should be directly with the GIIPI, with French preferred but with English acceptable.

A copy of the tender in French is available for review only at the Forest Products Division, BDSA, Rm. 4003, Department of Commerce, Washington, D.C. 20230. (Telephone: 202-WO 7-3534).

New Zealand sells equipment

The New Zealand Government through tender 9355 will sell, one used 1949 Manton-Gaulin homogeniser with 20 hp. 550 volt ballbearing motor at the Southern Mill Supply Company, Athens, Ga.

Tender 9356 requests bids for the sale of 3 unused squirrel-cage induction electric motors made by Brown Boveri & Co., Ltd. which are held for the Government by B. Thies, Coesfeld in Westfalen, Germany.

Both tenders, calling for sales on a "as is, where is" basis, close at 1 p.m. March 29. Copies of specifications are available from the New Zealand Senior Trade Commissioner, 1145 19th St., NW., Washington, D.C. 20036.

U.S. bidders sought for NATO construction project

The Italian Ministry of Foreign Affairs announces a NATO Project, No. 215, for rehabilitation of roads open to U.S. firms certified eligible to participate in NATO Common Infrastructure International Competitive Bidding.

The project is estimated to cost approximately $48,000.

Interested U.S. firms must submit request for bidding invitation on a designated form to the Ministero Difesa Aeronautica, Direzione Generale Demanio, Ufficio Studi, IA Sezione, Rome, Italy, by March 31.

A copy of this form is available from the Trade Opportunities Staff, BDSA-6192, Department of Commerce, Washington, D.C. 20230.

U.S. firms not already certified and desiring to be placed on NATO's list of eligible bidders should submit to the Trade Opportunities Staff a resume, financial statement, and one completed copy of GSA Standard Form 129.

International bids on expressway portion invited by Japan

Japan's Highway Public Corporation seeks international bidding for construction of Project "D", a portion of the Tokyo-Nagoya Expressway.

The bid deadline for submitting prequalification information is 12 noon, March 27. Required information, in English, from interested firms includes amount of road construction and other engineering projects since 1959; personnel, equipment, fund procurement for construction projects performed abroad since 1959; major equipment owned by bidder; amount of construction work on hand; profit and loss statement and balance sheet for past two years; and general plan of personnel, equipment, funds for this project.

The Corporation's Keihin Expressway Construction Bureau has, for review only, all available plans, drawings, and specifications.

A copy of this project's "announcement, prequalification and invitation to bidders" is available to U.S. firms on a loan basis from Building Materials and Construction Industries Division, Rm. 4014, BDSA-6460, Department of Commerce, Washington, D.C., 20230 (Telephone: 202-967-3601).

Write: Contract Section, Procurement and Right of Way Department, Japan Highway Public Corporation, No. 1, 1-Chome, Shiba Tamura-Cho, Minato-Ku, Tokyo, Japan.

Large butterfly valves wanted in Australia

The Comptroller of Stores, Snowy Mountains Hydro-Electric Authority (SMA), P.O. box 332, Cooma North, N.S.W., Australia, has issued a tender for the design and manufacture of a 10-foot diameter butterfly valve, three, three-foot drainage valves, stub pipes, and control equipment.

The equipment will be installed under the Contractor's supervision in the Jindabyne tunnel located about 45 miles from Kooma in New South Wales.

Engineering conditions and specifications are available for $2.25 from the Comptroller of Stores, at the above address. The bid deadline for this tender is May 21.

Specifications are available on a short-term loan basis to firms in the U.S. from GIE&C Division, BDSA—6320, Department of Commerce, Washington, D.C. 20230. (Telephone: 202-WO 7-5589).

Greece invites tenders for sewerage network

The Ministry of Public Works, Hydraulic Works Service, 7 Themistocleous St., Athens, Greece, invites international tenders for financing and construction of a sewerage network in the capital area and adjacent coast.

Local and foreign engineering firms or joint ventures are eligible as well as banking and other financing agencies for financing only or financing and construction through sub-contractors.

Estimated cost of the project is $33.3 million. The bid deadline is April 15.

Venezuela seeks bidders for microwave system

The C.V.G. Electrificacion del Caroni C.A. (EDELCA) has announced that it is ready to receive qualifying data from companies interested in bidding for the design, manufacture, delivery, installation, and testing of items for microwave and multi-channel equipment; supervision; data transmission, and alarm control; transferral protection order equipment; lead and acid battery system; and inverters.

To be eligible for admission to bidding, companies must have designed and manufactured such equipment before. Eligible applicants must present, in duplicate, the following qualifying documents:

Company charter and documents of authorization for local representatives.

Certified copies of balance sheets and profits and loss statements.

Description of facilities in Venezuela belonging to the aspiring company.

Description of manufacturing facilities.

Technical qualification references.

Technical summary of similar equipment already produced.

The necessary documents must be presented no later than April 12 to: Construction Management Offices, EDELCA, Avenida La Estancia No. 10, Edificio La Estancia, Ciudad Commercial Tamanaco, Chuao, Caracas, Venezuela.

Following a review of those making application EDELCA will announce the names of those firms qualified to bid and the terms to be observed.

Greece plans expansion of petroleum refinery

The Greek Government will modernize and expand the state-owned petroleum refinery at Aspropyrgos near Athens.

The refinery now consists of an atmospheric distillation unit; a catformer unit; a vacuum unit for asphalt production and an LPG unit. It has a processing capacity of approximately 1.8 million metric tons a year of Middle East and Russian crude oil.

Firms who are interested in carrying out the engineering, the international bidding for supply and erection of equipment, following up and supervising the construction and the initial operation of the project are invited to submit qualifications for undertaking this work. Bids should be submitted to the State Refinery Control Service, 4, Karageorgi Servis St., Athens 125, Greece, before May 15.

For copies of the announcement, write: Power & Electrical Equipment Division, Rm. 4124, BDSA-6430, Department of Commerce, Washington, D.C. 20230. (Telephone: 202-WO 7-4242).

Libya sets bid deadline on Barce reconstruction

Libya's Central Tenders Board has announced May 18 as the date to open bids on the City of Barce reconstruction project.

Tender documents are available for a nonrefundable $280.05 from Barce Reconstruction Organization, 55 Omar Mukhtar St., Benghazi, Libya, or McGaughy, Marshall, McMillan and Lucas Consultants, 18 Via Clittunno, Rome, Italy.

An estimated $12 to $15 million is contracted for this project.

The firms and individuals in the following lists are interested in trade relations with U.S. businessmen. The commodities in which they have expressed interest are indicated by the numbers preceding the commodity classifications. These numbers refer to the Standard Industrial Classification (SIC) Manual, which is available for $2.50 a copy from the Superintendent of Documents, U.S. Government Printing Office, Washington, D.C. 20402.

Every effort is made to include only firms or individuals with good reputations. However, the Department of Commerce cannot be responsible for any resultant trade relations.

The listing in INTERNATIONAL COMMERCE of opportunities to trade in specific commodities and technical data does not necessarily imply approval of their export by the U.S. Department of Commerce pursuant to the U.S. Export Control Act. For applicable export licensing regulations and policies, see the Comprehensive Export Schedule or consult the Bureau of International Commerce's Office of Export Control or any Department of Commerce Field Office.

● indicates that the trade opportunity represents a request for bids by a foreign government agency. A (★) following indicates that additional information may be borrowed by firms located in the U.S. from the Business and Defense Services Administration (BDSA), Department of Commerce, Washington, D.C. 20230; telephone numbers indicated. To avoid delay, requests for loan material should specify country and commodity.

★★ indicates opportunities obtained by U.S. trade missions to other countries. A (★) following these indicates that additional information may be obtained by writing the Trade Opportunities Staff, BDSA-6192, Department of Commerce, Washington, D.C. 20230. The T.M. (trade mission) number is requested in correspondence. Requests for loan material should specify country and T.M. number.

WTD indicates that a World Trade Directory report is available on the foreign firm for which the trade opportunity is listed. These reports, indicating type of organization, sales territory, size of business, sales volume, trade and financial reputation, and other factors, are available for $1 each from the Bureau of International Commerce, BIC-8120, Department of Commerce, Rm. 6059 B. Telephone: 202-WO 7-4203. The date following the letters WTD refers to the date of issuance of the report.

Leads for Exporters

Listed below are companies interested in buying U.S. products. Direct purchases are wanted unless otherwise indicated. Approximate foreign tariff rates and customs applicable to the products listed below may be obtained from the Department of Commerce or the Department of Commerce field offices.

121 Bituminous Coal

● **GREECE**—12,500 metric tons gas coal, 2,500 tons steam coal in estimated amount of $300,000. Tender No B/68/65, bid deadline March 30. State Purchases Directorate B, Ministry of Commerce, 50 Socratous St., Athens.★ (Telephone: 202-WO 7-2421).

200 Food

MALAYSIA—Frozen poultry, sausages; dairy products; canned food specialties. Requests replies from manufacturers or suppliers, quotations c.i.f. Singapore. Prices must be competitive. Albert Lee Soo Jong, Jong Wah & Co., Ltd. (importer, exporter, wholesaler, retailer), 85 Tanglin Rd., Singapore 10. WTD 11/18/64.

202 Meat Products

★★ SPAIN—Trade Mission

Canned and/or frozen meat products; no sausage. Direct purchase and agency. D. Anselmo Gil Tacons (manufacturer), Pintor Peiro 10, Valencia. WTD 2/4/65. TM 349.

220 Textile Mill Products

HONG KONG—Mosquito netting; cotton, terylene. Requests replies from manufacturers. Tai Hing Corp. (importer, exporter), 903 Central Bldg., Pedder St., Hong Kong. Cable: TEMICOR, Hong Kong. WTD 2/12/63.

222 Broad Woven Fabric Mills, Man-made Fiber, Silk

SWEDEN—High or medium priced fabrics, man-made fibers, for curtains, bedspreads. Firma Sture Arvidsson (manufacturer, wholesaler), Paskbergsvagen 18, Varberg. WTD 2/18/65.

228 Yarn, Thread Mills

★★ SPAIN—Trade Mission

Yarns, synthetic fibers. Joaquin G. Bejar, Asst. to General Manager, Soleil, S.A. (manu-

facturer), Fontanella 5 y 7, Barcelona. WTD 12/14/64. TM 292.

230 Apparel

★★ SPAIN—Trade Mission

Ready made clothing, all types, novelty clothing items. Joaquin G. Bejar, Asst. to General Manager, Soleil, S.A. (manufacturer), Fontanella 5 y 7, Barcelona. WTD 12/14/64. TM 293.

232 Men's, Youths', Boys' Furnishings

AUSTRALIA—Inexpensive military surplus clothing—trousers, shirts, jackets—in relatively large quantities; to be auctioned to retailers. Marben Trading, Pty., Ltd. (importer), 6 Emily St., Rozelle, Sydney, N.S.W. WTD 2/24/65.

YEMEN ARAB REPUBLIC—Men's, youth's white shirts, sports shirts, wash-and-wear trousers. Direct purchase and agency. Requests air mail replies from manufacturers, quotations c.i.f. Hodeidah, or c.i.f. Hodeidah in transit via Aden. Abdu Latif Omar Basodan (importer, wholesaler), P.O. box 352, Hodeidah. WTD 2/26/65.

234 Women's, Misses' Under Garments

MALAYSIA—Foundation garments, accessories. Requests replies from manufacturers/suppliers, quotations c.i.f. Singapore. Prices must be competitive. Samples requested. Tan Thiam Chua, Nam Thong Co. (importer, exporter, wholesaler, retailer), 19 S. Bridge Rd., Singapore 1. WTD 1/29/65.

241 Logging Camps, Contractors

● **GREECE**—Wooden poles, 89,802 units, creosote or pentachlorophenol treated. Inquiry No. DMKD-367-bis/379/PAP-575/1038, bid deadline not yet announced. Public Power Corp., 30 Chalkokondyli St., Athens 102. Cable: DEH Athens.

249 Wood Products

CANADA—Wood products such as ash trays, desk articles, plaques, to be sold as gift articles. Direct purchase and agency. Walter E. Kerr, Mgr., Walco Importing Co. (manufacturers' agent), 16 Orlando Blvd., Scarborough. WTD 3/5/65.

251 Household Furniture

VENEZUELA—Portable cribs, metal. For wholesale and retail in the Caracas metropolitan area. Requests replies in Spanish. Trumallo C. A. (importer, wholesaler, retailer), Avenida Presidente Medina, Centro Comercial Victoria, Local 1 y 2, Caracas. WTD 2/17/65.

261 Electric Test Equipment

● **BURMA**—Supply of 4000 multi-range volt, ohm, ampere test meters; 100 vacuum tube volt meters; 200 signal generators; 50 audio generators; 100 signal tracers; 100 power supply units; 50 oscilloscopes; 700 heavy-duty soldering guns; 500 analyzer transistors; 2000 radio electronic assembly kits. Tender No. 131/EL(P)/64-65, bid deadline March 31. Divisional Manager, Electrical Stores Corp. Line No. (17), 77/91 Sule Pagoda Rd., Rangoon.★ (Telephone: 202-WO 7-2939).

262 Paper Mills

AUSTRALIA—Base materials for paper converting field, specifically base, specialized papers. Gummed Products, Ltd. (manufacturer, importer), 59 Arncliffe St., Arncliffe, N.S.W. WTD 2/1/65.

● **IRAN**—94,000 bobbins cigarette paper containing 4,000 meter lengths in varying widths from 22 mm. to 28 mm.; bobbin core cardboard with diameter of 12 cm.; the paper to be white, opaque, striped across, highly combustible, without nitrates and tartarates, and basis weight 20.5 gr. per sq. meter. Bid deadline May 25. Iranian Tobacco Monopoly, Tehran.★ (Telephone 202-WO 7-3534).

264 Converted Paper, Paperboard Products

FRANCE—Printed wrapping paper for use in laundry, dry cleaning industries. Direct purchase and agency. Societe Tranin & Pollet (importer, wholesaler, agent), 27 rue du Faubourg Montmartre, Paris 9e. WTD 12/23/64.

Polyethylene bags, wrappings for use in laundry, dry cleaning industries. Direct purchase and agency. Societe Tranin & Pollet (importer, wholesaler, agent), 27 rue du Faubourg Montmartre, Paris 9e. WTD 12/23/64.

Shirt protecting bags, cellophane, for use by laundries and cleaners. Direct purchase and agency. Etablissements Francis Tranin (importer, dealer, agent), 120 rue de Paris, Douai, Nord. WTD 11/17/64.

Pressure sensitive tapes, cellophane, for use by laundries and cleaners. Direct purchase and agency. Etablissements Francis Tranin, (importer, dealer, agent), 120 rue de Paris, Douai, Nord. WTD 11/17/64.

NETHERLANDS—Saturating kraft; laminating papers in fancy decors, wood grains. Requests replies from manufacturers only. Quote c.i.f. prices. Tercanal, N. V. (importer, manufacturer, exporter), P.O. box 44, or Kempenweg, Weert. WTD 3/2/65.

★★ SPAIN—Trade Mission

Corrugated paper for boxes. Sr. Francisco Barco Garcia, Cartonajes Barco, La Almozara s/n, Zaragoza. WTD 1/5/65. TM 325.

274 Publishing

SOUTH AFRICA—Educational visual teaching aids: large school maps in the lower price field; charts—biology, physiology, history, science, for use in schools; other teaching aid equipment for schools from kindergarten upwards. New World Publications, (Pty.), Ltd. (importing distributor), 5th Fl., S. A. Mutual Bldg., Darling St., Cape Town. WTD 2/15/65.

281 Industrial Chemicals

CANADA—Reagent chemicals — inorganic chemicals used in oil fields. Direct purchase and agency. O. M. Industrial Services, Ltd. (wholesale distributor), P.O. box 567. Postal Station Q, Toronto, Ontario. WTD 3/5/65.

FRANCE—Pigments, organic and inorganic, for dyeing industry. Direct purchase and agency. Etablissements Francis Tranin (importer, dealer, agent), 120 rue de Paris, Douai, Nord. WTD 11/17/64.

Pigments, organic and inorganic, for dyeing ing industry. Direct purchase and agency. Societe Tranin et Pollet (importer, wholesaler, agent), 27 rue du Faubourg Montmartre, Paris 9e. WTD 12/23/64.

IRAN—Sodium bicarbonate, refined, in paper sacks weighing 100-150 lb. United Commercial Co., (Iran), Ltd. (importer, exporter), P.O. Box 116, Khorramshahr. WTD 7/11/64.

● **PAKISTAN**—Supply of reagent chemicals, a total of 181 items. Tender No. S-6/599/-Chem./64-65, bid deadline April 19. Director of Supply, Government of East Pakistan, Eastern Estate Bldg., 48 Motijheel Commercial Area, Dacca-2.★ (Telephone: 202-WO 7-2008).

Nickel catalyst, bleaching powder, value $5,000; for use in own factory. Sheikh Fazal Rehman & Sons, Ltd. (manufacturer), Industrial Area, Mumtazabad, Multan, West. WTD 2/26/65.

★★ SPAIN—Trade Mission

Chemicals for textile, leather finishing industries, including dyestuffs. Estanislao Sevil, Maquinaria y Suministros Industriales, S.A. (distributor), Fontanella 10, Barcelona. WTD 2/4/65. TM 314.

282 Synthetic Materials

AUSTRALIA—Base materials for paper converting field, specifically plastic films, cellophanes. Gummed Products, Ltd. (manufacturer, importer), 59 Arncliffe St., Arncliffe, N.S.W. WTD 2/1/65.

ENGLAND—Thermoplastic raw materials for extrusion, moulding. Agency and direct purchase. N.B. Curtis, (Processors), Ltd. (manufacturer, exporter, importer, sales agent), 78 Bow Rd., London, E.3. WTD 2/19/65.

FRANCE—Polyethylene in rolls for use by cleaners as wrapping. Direct purchase and agency. Etablissements Francis Tranin, (importer, dealer, agent), 120 rue de Paris, Douai, Nord. WTD 11/17/64.

HONG KONG—Plastic film scrap, polythene scrap; virgin crystal styrene polythene pellets. Requests replies from manufacturers. Tai Hing Corp. (importer, exporter), 903 Central Bldg., Pedder St., Hong Kong. Cable: TEMICOR, Hong Kong. WTD 2/12/63.

NETHERLANDS—Pure melamine refined grade; phenol crystals. Requests replies from manufacturers only. Quote c.i.f. prices. Tercanal N. V. (importer, manufacturer, exporter), P.O. box 44, or Kempenweg, Weert. WTD 3/2/65.

SOUTH AFRICA—Plastic sheeting for packaging; plastic raw materials for film, sheet extrusions; plastic foam materials for forming rigid and/or flexible sheet in molds and *in situ*. Direct purchase and agency; requests replies from manufacturers or their sole export houses only. Land, Sea & Air Equipment Co., (Pty.), Ltd. (importing distributor, manufacturers' agent), P.O. box 114, Wynberg, Cape Province. WTD 2/1/65.

★★ SPAIN—Trade Mission

Epoxy moulding resins. Jose Bastus, Aplicaciones Industriales Tuperin, S.A. (distributor), Conde de Borrell 209-211, Barcelona. WTD 12/7/64. TM 320.

Plastic, no-glare coatings for glass. Jose Bastus, Aplicaciones Industriales Tuperin, S.A. (distributor), Conde de Borrell 209-211, Barcelona. WTD 12/7/64. TM 322.

Thermoplastic scrap, reprocessed materials. Miguel Garcia Guzman, Managing Director, Guzman, S.A., Avda. Baron de Cacer 48, Valencia. WTD 2/4/65. TM 364.

● **TAIWAN**—Cellophane, 3,600 bobbins, 115 mm. wide, 1,500 bobbins, red tear tape. Tender No. GF2C-20683, bid deadline April 5, 10:30 a.m. Purchasing Dept., Central Trust of China, 49 Wuchang St., Section 1, Taipei.★ (Telephone: 202-WO 7-3529).

283 Drugs

MALAYSIA—Pharmaceuticals, all kinds. Re-

quests replies from manufacturers/suppliers, quotations c.i.f. Singapore. Prices must be competitive. P. N. A. Majeed, Haleem & Co. (importer, exporter, wholesaler, retailer), 187 Beach Rd., P.O. box 2120, Singapore. WTD 11/18/64.

PAKISTAN—Vitamin A, value $25,000; vitamin D, value $5,000; for use in own factory. Sheikh Fazal Rehman & Sons, Ltd. (manufacturer), Industrial Area, Mumtazabad, Multan, West. WTD 2/26/65.

284 Cosmetics

MALAYSIA—Cosmetics, toiletries. Requests replies from manufacturers/suppliers, quotations c.i.f. Singapore. Prices must be competitive. P. N. A. Majeed, Haleem & Co. (importer, exporter, wholesaler, retailer), 187 Beach Rd., P.O. box 2120, Singapore. WTD 11/18/64.

SOUTH AFRICA—Deodorant blocks: approx. 40,000 annually; requests prices based f.o.b. vessel (named port of shipment) as well as c&f and c.i.f. Cape Town, Durban, Lourenco Marques, Beira, Luanda (Angola). John Brockman & Co., (Pty.), Ltd. (importing distributor), P.O. box 4820, Cape Town. WTD 2/26/65.

287 Agricultural Chemicals

PAKISTAN—Ammonium phosphate, superphosphate fertilizers. Requests replies from manufacturers, quotations c&f Karachi. Direct purchase and agency. Gilani, Ltd. (importer, manufacturer's agent), 39 Garden Rd., Karachi. WTD 7/15/63.

★★ SPAIN—Trade Mission

Insecticides, agricultural. Miguel Garcia Guzman, Managing Director, Guzman, S.A., Avda. Baron de Cacer 48, Valencia. WTD 2/4/65. TM 367.

289 Chemical Products

FRANCE—Adjuvant products (boosters), for dyeing, dry cleaning. Filtering powders for use in laundry and dry cleaning industries. Direct purchase and agency. Societe Tranin & Pollet (importer, wholesaler, agent), 27 rue du Faubourg Montmartre, Paris 9e. WTD 12/23/65.

Adjuvant products (boosters), for dyeing and drycleaning. Direct purchase and agency. Etablissements Francis Tranin (importer, dealer, agent), 120 rue de Paris, Douai, Nord. WTD 11/17/64.

291 Petroleum Refining

● **URUGUAY**—Packaged lubricating oils, lubricants, greases. Bid No. 5537, bid deadline April 7; Hora 16. Administracion Nacional de Combustibles, Alcohol y Portland—ANCAP, Montevideo. Copies of specifications (in Spanish) available from Embassy of Uruguay, Washington, D.C., at no cost.

Bulk and packaged lubricating oils, lubricants and additives for same. Bid No. 5547, bid deadline April 21; Hora 16. Administracion Nacional de Combustibles, Alcohol y Portland—ANCAP, Montevideo. Copies of specifications (in Spanish) available from Embassy of Uruguay, Washington, D.C., at no cost.

299 Products of Petroleum, Coal

★★ SPAIN—Trade Mission

Lubricants for wire drawing, metal stamping. Jose Bastus, Aplicaciones Industriales Tuperin, S.A. (distributor), Conde de Borrell 209-211, Barcelona. WTD 12/7/64. TM 319.

306 Fabricated Rubber Products

● **JORDAN**—Conveyor belts, 2,600 meters, 400-600 mm. wide. Tender No. 1/65, bid deadline April 2. The Jordan Phosphate Mines Co., P.O. box 30, Amman.★ (Telephone: 202-WO 7-3381).

307 Plastics Products

FRANCE—Light flexible tubes especially made of plastic coated textiles or plastic reinforced with textile, for various industrial uses, such as ventilation, compressed air. Direct purchase and agency. S.E.M.A. Ste d'Equipement Minier et d'Aerage (manufacturer, wholesaler), 21 rue Louis Blanc, Courbevoie, Seine. WTD 1/22/64.

311 Leather Tanning, Finishing

SOUTH AFRICA—Calf leather of 0.5 to 1.5 mm. thickness for men and women's shoe uppers; side leather in kips and extremes of 0.7 to 1.8 mm. thickness. Direct purchase and agency; requests replies from tanners or their export houses only. Whole sample skin and color swatches of calf leather, samples of kips and extremes essential. Prices per square foot f.o.b. vessel (named port of shipment) to include 5% commission. Mill Agents S. A., (Pty.), Ltd. (manufacturers' agent), P.O. box 3161, Cape Town. WTD 8/13/64.

317 Handbags, Other Personal Leather Goods

CANADA—Leather goods, such as desk articles, jewel cases, small handbags, pocketbooks, to be sold as gift items. Direct purchase and agency. Walter E. Kerr, Mgr., Walco Importing Co. (manufacturers' agent), 16 Orlando Blvd., Scarborough. WTD 3/5/65.

FRANCE—Cigarette cases, all materials except precious metals. Direct purchase and agency. Etablissements Charles Abel et Cie, (importer, dealer), 25 rue d'Hauteville, Paris 10e. WTD 11/24/64.

YEMEN ARAB REPUBLIC—Women's leather handbags. Direct purchase and agency. Requests air mail replies from manufacturers, quotations c.i.f. Hodeidah, or c.i.f. Hodeidah in transit via Aden. Abdu Latif Omar Basodan (importer, wholesaler), P.O. box 352, Hodeidah. WTD 2/26/65.

319 Leather Goods

FINLAND—Leather desk-sets, other leather products, also novelties; request descriptive literature, price lists, terms; direct purchase or agency. Tuontiliike I. Henriksson Oy (importers, wholesalers, agents), Mannerheimintie 81, Helsinki. WTD 3/4/65.

322 Glass, Glassware

CANADA—Glass, glassware: molded, cut crystal and glass vases, flower bowls, ash trays, to be sold as gift items. Direct purchase and agency. Walter E. Kerr, Mgr., Walco Importing Co. (manufacturers' agent), 16 Orlando Blvd., Scarborough. WTD 3/5/65.

326 Pottery

FINLAND—Household china tableware, related items; request descriptive literature, price lists, terms; direct purchase or agency. Tuontiliike I. Henriksson Oy (importer, wholesaler, agent), Mannerheimintie 81, Helsinki. WTD 3/4/65.

329 Abrasive Products

● **BURMA**—Grinding balls, 140 tons, hard cast chrome alloy, 3" diameter, 425/475 Brinell hardness. Tender 118/Machy:23/G-4/65, bid deadline April 2. People's Stores Corp, Machinery, Equipment, Tools, and Spares Division, 228/240 Strand Rd., Rangoon.★ (Telephone: 202-WO 7-5652).

★★ SPAIN—Trade Mission

Rubber gaskets, all types. D. Jose Grau Bonet (manufacturer), Avda. Campanar, 98, Valencia. WTD 2/16/65. TM 354.

● **TURKEY**—Asbestos cloth, 10% cotton, 5,000 kg., rolls 91-100 meters long, 1 meter wide, 1.5 mm. thick, approximately 1-1.2 kg. per sq. meter, for heat and steam insulation. Enquiry No. 965/3015, bid deadline March 29. Materials Purchasing Dept., Turkish Maritime Bank, Istanbul.★ (Telephone: 202-WO 7-5624).

331 Steel Mill Products

★★ SPAIN—Trade Mission

Stainless steel bars. D. Jose Grau Bonet (manufacturer), Avda. Campanar, 98, Valencia. WTD 2/12/65. TM 353.

● **UAR**—Flat bottom rails to spec. WW101-1964, 10,000 mt. also 5000 tons to spec. WW102-1964. Tender No. 701/9/27, bid deadline April 17. Inspector General of Way and Works, Egyptian Railways, Cairo.★ (Telephone: 202-WO 7-2363).

333 Primary Smelting, Refining of Non-Ferrous Metals

● **INDIA**—Pig lead 230.6 mt. (99.8% purity—Specification No. IS27/1956). Tender No. P/SR-5/3102/006-A, bid deadline April 22. Director General of Supplies and Disposals, National Insurance Bldg., Parliament St., New Delhi. Tender documents available for $2.10 (payable in advance) from India Supply Mission (Reference No. D/ENQ/1594), 2536 Massachusetts Ave., NW., Washington D.C. 20008.

★★ SPAIN—Trade Mission

Titanium cobalt. D. Jose Grau Bonet (manufacturer), Avda. Campanar, 98, Valencia. WTD 2/16/65. TM 355.

335 Rolling, Drawing, Extruding Nonferrous Metals

FINLAND—Cable, interested in all types; request descriptive literature, prices. Karjalan Sahko Oy, (manufacturers, importers, exporters), Hanko. WTD 3/1/65.

PAKISTAN—Wire copper electric winding for use in manufacture of fans and motors. 220 volts, AC, single-phase, 50 cycles. Ijaz Ahmad & Co. (importing distributor), 115 Scotch Corner, Upper Mall, Lahore, West Pakistan. WTD 9/25/64.

★★ SPAIN—Trade Mission

Copper tubing for refrigeration uses (ISTM). Jaime Corbera Fradera, Disve, S.A. (distributor), Mallorca 277, Barcelona 9. WTD 12/14/64. TM 253.

342 Cutlery, Handtools, General Hardware

● **BURMA**—Various sizes, quantities of ripping, crosscut, inserted teeth circular saws. Tender No. 100/Machy: 23/G-3 (64-65), bid deadline April 12. Divisional Mgr., Machinery, Equipment, Tools and Spares Division 228/240 Strand Rd., Rangoon.★ (Telephone: 202-WO 7-5589).

FINLAND—Handtools, interested in wide range household tools; request descriptive literature, price lists, terms; direct purchase or agency. Tuontiliike I. Henriksson Oy (importers, wholesalers, agents), Mannerheimintie 81, Helsinki. WTD 3/4/65.

Hardware articles, tools, for household use; request descriptive literature, price lists, terms. Laaturauta Oy (commission agents), Linnankoskenkatu 11 B, Helsinki. WTD 3/2/65.

★★ SPAIN—Trade Mission

Plastic handled screw drivers, metal cutting saw blades, hole saws, small hand tools. Sr. Ramon Baguena Garces, Mgr., Ramon Baguena, S.L. (manufacturer, sales agent), Avda. Onesimo Redondo 120, Valencia 9. WTD 2/4/65. TM 370.

Portable chain saws, gasoline-powered. Jose Bastus, Aplicaciones Industriales Tuperin, S.A. (distributor), Conde de Borrell 209-211, Barcelona. WTD 12/7/64. TM 322A.

Hand tools, all types. Agustin Gabaldon Ponce, Antonio Maura 8, Utiel (Valencia). WTD 2/4/65. TM 392.

343 Plumbing Fittings, Steel

● **JORDAN**—Supply 1,222 steel elbows and unions, various specifications. Tender No. 7/65, bid deadline March 31, Jordan Petroleum Refinery Co., P.O. box 1079, Amman.★ (Telephone: 202-967-3601).

★★ SPAIN—Trade Mission

Sanitary ware. Agustin Gabaldon Ponce, Antonio Maura 8, Utiel (Valencia). WTD 2/4/65. TM 391.

SWEDEN—Heating, plumbing fixtures, fittings; agency and direct purchase. AB Folf Lanelius (agent, wholesaler), Skolgatan 31, Malmo S. WTD 2/25/65.

344 Fabricated Structural Metal Products

FRANCE—Metal doors, frames; metal window frames, sash; metal building products of new types, all categories. Prefabricated metal panels for wall construction; masonry ties and strips; welded roof trusses, and others. Direct purchase and agency. Internationale de Distribution et de Transformation, (I.D.T.), (dealers), 281 Route d'Espagne, Toulouse, Haute-Garonne. WTD 2/24/65.

● **MALAYSIA**—Supply, delivery to site of three fuel oil storage tanks of 6,350 tons oil capacity nominal dimensions of 120 ft. mean diameter by 18 ft. height for Prai Power Station. Contract No. 1388/13, bid deadline April 1. Tender documents available from Preece, Cardew and Rider, 8, 10 and 12 Queen Anne's Gate, Westminster, London, S.W.I. upon payment of approx. $6.

★★ SPAIN—Trade Mission

Aluminum architectural hardware, windows, doors. Jose Bastus, Aplicaciones Industriales Tuperin, S.A. (distributor), Conde de Borrell, Barcelona. WTD 12/7/64. TM 318.

Aluminum framed windows, doors, prefabricated buildings. Sr. Ramon Baguena Garces, Mgr., Ramon Baguena, S.L. (manufacturer, sales agent), Avda. Onesimo Redondo, 120, Valencia 9. WTD 2/4/65. TM 369.

● **THAILAND**—Supply two boilers, bid deadline July 7. Tender Forms and specifications available from Engineering Division, Thailand Tobacco Monopoly, 184 Rama IV Rd., Bangkok, Thailand upon payment of $42.

345 Screw Machine Products

● **BURMA**—Various sizes, quantities, types rivets. Tender No. 205/F.P., bid deadline April 7. General Mgr., Burma Railways Board, Bogyoke Aung San St., Rangoon.★ (Telephone: 202 WO 7-5589).

● **UAR**—Supply of double steel spring washers for bolts 20 mm. diameter, and double steel spring washers for bolts 24 mm. diameter—various quantities. Tender No. ER. 703/1/26, bid deadline May 8. Inspector General of Ways and Works, Egyptian Railways, Ramses Square, Cairo.★ (Telephone: 202-WO 7-5589).

348 Fabricated Wire Products

FRANCE—Metallic garment hangers, for use in laundry, dry cleaning industries. Direct purchase and agency. Societe Tranin & Pollet (importer, wholesaler, agent), 27 rue du Faubourg Montmartre, Paris 9e. WTD 12/23/64.

349 Fabricated Metal Products

FRANCE—Metallic garment hangers, for use in laundry and drycleaning industries. Direct purchase and agency. Etablissements Francis Tranin (importer, dealer, agent), 120 rue de Paris, Douai, Nord. WTD 11/17/64.

● **ICELAND**—Supply of malleable iron threaded pipe-joints of various sizes, quantities. Bid deadline April 5. Reykjavik Purchasing Center, Vonarstraeti 8, Reykjavik.★ (Telephone: 202-WO 7-5589).

Various sizes, quantities welding-fittings. Bid deadline March 30. Reykjavik Purchasing Center, Vonarstraeti 8, Reykjavik.★ (Telephone: 202-WO 7-5589).

1,700 gate valves; 1,080 regulating valves for sealed setting; 720 regulating globe valves—all in various sizes. Bid deadline April 2. Reykjavik Purchasing Center, Vonarstraeti 8, Reykjavik.★ (Telephone: 202-WO 7-5589).

● **IRAQ**—Supply of post office lock boxes, steel, finished in light grey enamel, 2000 total (40 groups of 50 boxes each). Individual box measurements, 5″ h., 8″ w., 1′6″ d.; overall measurements of each unit group app. 5′4″ h., 3′4″ w., 1′7″ d.; doors, app. 3mm. thick; body, app. 2mm. thick. Each unit to be fitted with detachable kick-plate 1′ high (included in overall height indicated). Duplicate keys with each box. Tender No. 65/2, bid deadline April 6. Cash deposit or Iraqi bank guarantee required. The Tender Box, Posts, Telegraphs and Telephones Administration, Baghdad.★ (Telephone 202-WO 7-2923).

351 Engines, Turbines

★★ SPAIN—Trade Mission

Diesel motors, 600 hp. and up. Sebastian Estrade, Director, Promar, S.A. (manufacturer, importer), Plaza Duque de Medinaceli 5, Barcelona. WTD 2/3/65. TM 284.

● **THAILAND**—Supply of two hydraulic turbines, Francis type, 98,000 hp. 150 rpm. with auxiliary equipment and two vertical shaft generators, A.C., 684 kva, 3 phase, 50 cycle, accessories. Tender No. YEA-35-2, bid deadline April 1. Invitation to bid forms may be obtained from Thai Liaison Engineer, c/o Engineering Consultants, Inc., 1910 S. Navajo St., Denver, Col., upon payment of $10.

352 Farm Machinery

★★ SPAIN—Trade Mission

Agricultural machinery for use in forestry, grain fields, grape production. Agustin Gabaldon Ponce, Antonio Maura 8, Utiel (Valencia). WTD 2/4/65. TM 389.

Small agricultural machinery. Rosendo Trias, Director of agriculture machinery, Hansa Iberia, S.A. (agent), Avda. Jose Antonio 806-812, Barcelona. WTD 1/5/65. TM 245.

● **TUNISIA**—Mechanical equipment for silos. Tender No. 939, bid deadline May 17. Office des Cereales, 23 Bis rue El Djazira, Tunis. Correspondence preferred in French. Interested firms should immediately make themselves known to the Office des Cereales, 23 Bis rue Al-Djazira, Tunis. Tender documents, blue prints and specifications can be obtained from Mr. Poursain, 1 Ave. Foch, Bureau d'Etudes A. Pingat, Argenteuil, Paris.

353 Construction Machinery

● **INDIA**—20, remote control pneumatic hoists with swivel top hooks and multi-vane type rotary motors. Capacity: 2, 1,016 kg.; 8, 762 kg.; 10, 508 kg. Tender No. SR-6/4042/018/A, bid deadline April 15. Director General of Supplies and Disposals, National Insurance Bldg., Parliament St., New Delhi. Tenders documents available from the India Supply Mission (Ref. D/ENQ/1599), 2536 Massachusetts Ave., Washington, D.C., 20008, upon payment of $2.10 each.

Two automatic batch plants, batch mix of 2 yd., plant capacity of 120 cu. yd. per hr. Tender No. 919/BPO/PR/P-101/51383/Global, bid deadline May 5. T. K. Kalia, Chief Purchase Officer, Beas Purchase Organization, Talwara Township, Distt. Hoshiarpur, Punjab. Documents and detailed specifications available from India Supply Mission, (Ref. D/ENQ/1616) 2536 Massaschusetts Ave., NW., Washington, D.C., 20008.

Global tenders, 24 off-highway rear-dump haulers, 15-18 cu. yd. struck capacity. Tender No. 916/Beas/ PR/A-678/51378, bid deadline April 1. Chief Purchase Officer, Beas Purchase Organization, Talwara Township, Distt. Hoshiarpur, Punjab. Documents available from India Supply Mission, (Ref. D/ENQ/1606), 2536 Massachusetts Ave., NW., Washington, D.C., 20008, free of charge.

● **JORDAN**—Two crawler type power shovels powered by diesel engine of 200-250 hp., with 2½-3 cu. yd. bucket capacity; recommended list of spare parts to cover two-year period of operation. Tender No. 23/65, bid deadline April 19. The Jordan Cement Factories Co., Ltd., P.O. box 610, Amman.★ (Telephone: 202-WO 7-5566).

● **NEW ZEALAND**—One non-propelled bucket dredge. Tender No. 1776, bid deadline Aug. 17. Chairman, Auckland Harbor Board, Auckland.★ (Telephone: 202-WO 7-5566). Documents available on application from the Chief Engineer to the Board, Quay St., Auckland.

★★ SPAIN—Trade Mission

Pneumatic bulk handling equipment. Sr. Pedro Roussillon, Grabador Esteve 14, Valencia. WTD 2/12/65. TM 411.

Material handling, conveying machinery. Sr. Ramon Baguena Garces, Mgr., Ramon Baguena, S.L. (manufacturer, sales agent), Avda. Onesimo Redondo, 120, Valencia 9. WTD 2/4/65. TM 368.

Road building, construction equipment. J. M. de Carrandi, General Mgr., Central Espanola de Expansion Industrial, S.A. (importer, exporter), Gran Via 66, Bilbao. WTD 12/24/64. TM 154.

● **THAILAND**—10 crawler type draglines, 2½ cu. yd. capacity, 4 cylinder diesel engine, 70 ft. boom, some extra attachments, accessor-

ies and spare parts, tool kits; 26 crawler type draglines, 1½ cu. yd. capacity, 4 cylinder diesel engine, 60 ft. boom, air operated pile hammer and diesel powered rotary type air compressor for supplying air to hammer, extra attachments and spare parts, tool kits; 30 crawler type draglines, ¾ cu. yd. capacity, 4 cylinder diesel engine, 50 ft. boom, some extra attachments, accessories, spare parts, tool kits; 4 carrier mounted mobile crane-dragline combinations, 25 ton capacity, 60 ft. boom with 3 boom inserts of 10 ft. each and tubular jib extensions of 15 ft. each, carrier drive 6x6, diesel engines in crane and carrier to be same make with major component interchangeability, some extra attachments, accessories, spare parts, tool kits; 1 crawler type "skooper", 4 cu. yd. capacity, hydraulic boom and bucket operation, diesel powered Caterpillar or Cumming preferred, some extra attachments, accessories, spare parts and tool kits. Note: All dragline buckets specified to be Hendrix or Esco heavy duty solid type. Tender No. MK-1-2, bid deadline April 20. Royal Irrigation Department, Samsen Rd., Bangkok. Full particulars can be obtained from Economic and Financial Counsellor, Royal Thai Embassy, Washington, D.C.

VENEZUELA—Rebuilt tractors, tracklaying or crawler type, all sizes and types of shovels. Agency and distribution for all Venezuela. Efrain A. Teran & Cia. (importer, distributor, sales agent), Edificio Mansion Avila No. 5, Avenida Avila, Altamira, Caracas. WTD 2/12/65.

354 Metalworking Machinery

AUSTRALIA—Handtools, electric and other, entire range. Walter Roots, Pty., Ltd. (importer, wholesaler), 54 Dickson Ave., Artarmon, N.S.W. WTD 3/3/65.

ECUADOR—Small-scale metalworking machinery of all types, power and manually operated; bending brakes, folders, rolls; drawing machines, forming machines, forging hammers, punches, shearing machines, presses, wire fabricating and weaving machines. Requests catalogs. Direct purchase and agency. Transimpex, Ltda. (importer, agent), P.O. box 1223, Quito. WTD 2/16/65.

PAKISTAN—Complete equipment for fabrication of sheet metal. Requests replies from manufacturers, quotations C&F Karachi. Direct purchase and agency. Atlas Steel and Engineering Co. (importer, manufacturers' representative), 215/216 Insurance House No. 1, Habib Sq., Karachi 2. WTD 1/21/65.

Complete tuning and automotive repair equipment for headlamps, wheels, brakes, and for checking automobile electrical system. Requests replies, catalogs from manufacturers, quotations c&f Karachi. Direct purchase and agency. Atlas Steel and Engineering Co. (importer, manufacturers' representative), 215/216 Insurance House No. 1, Habib Sq., Karachi-2. WTD 1/21/65.

★★ SPAIN—Trade Mission

Engine lathes, 60 mm. swing x 3 m. bed, 800 rpm max/ 10 rpm min; gear cutting machinery. Jose Yago Puche, Taller de Rectificacion (manufacturer), General Yague s/n, Elche (Alicante). WTD 2/12/65. TM 380.

Used U.S. machine tools for rebuilding, sale in Spain. Jose M. Iruretagoyena, Asociacion Espanola de Fabricantes de Maquinas-Herramientas (association of manufacturers), San Marcial 35. San Sebastian, Guipuzcoa. WTD 12/29/64. TM 164.

Band saws, circular saws, metalworking; Vernier calipers, micrometers. Luis Perez Martinez, Mgr., Traner, S.L. (wholesaler), Sueca 20, Valencia. WTD 1/13/65. TM 383.

Hydraulic presses for metal stamping, forming. Jose Bastus, Aplicaciones Industriales Tupering, S.A. (distributor), Conde de Borrell 209-211, Barcelona. WTD 12/7/64. TM 321.

Machinery for metal coating, painting or plastic coating steel sheet. Luis Oriach, Director, Sociedad General de Electro-Metalurgia, S.A. (manufacturer), Plaza Urquinaona 5, Barcelona. WTD 12/18/64. TM 197.

Tools, hand, power driven. Agustin Gabaldon Ponce, Antonio Maura 8, Utiel (Valencia). WTD 2/4/65. TM 390.

Large and medium metal lathe installations for machine shops, all related machine tools. Direct purchase and agency. Bunge, Managing Director, Bunge y Cia., S.A. (agent), Henao 68, Apartado 382, Bilbao. WTD 2/2/65. TM 140.

355 Special Industry Machinery

ECUADOR—Dehydrated food machinery; soft drink and brewery machinery; vegetable, fruit, meat processing machinery. Requests catalogs. Direct purchase and agency. Transimpex, Ltda. (importer, agent), P.O. box 1223, Quito. WTD 2/16/65.

FINLAND—Hand-operated skinning machines, electricity or pneumatically driven, for dehiding use in slaughterhouses (Note: Finland has 50 cycle a.c., 220/380 volt electric current); request descriptive literature, price lists. Projecta Oy (importers, distributors), Lant. Rantakatu 21, Turku. WTD 2/9/65.

● **INDIA**—One portable, automatic, self-contained steam cleaning unit, with a capacity of 300 gal. per hr. of steam cleaning solution. Tender No. 894/Beas/PR/55360, bid deadline April 15. Chief Purchase Officer, Beas Purchase Organization, Talwara Township. Distt. Hoshiarpur, Punjab. Copies documents available from India Supply Mission (Ref. D/ENQ/1611), 2536 Massachusetts Ave., NW.. Washington, D.C., 20008.★ (Telephone: 202-WO 7-5589).

JAPAN—Automatic hairpin feeding machine, to feed hairpins into card. Terauchi Trading Co., Ltd., (importer/exporter), Terauchi Bldg., 8 Minami-kyuhojimachi 2-chome, Higashi Ku, Osaka. WTD 2/10/65.

NETHERLANDS—Printing rollers for laminating papers. Requests replies from manufacturers only. Quote c.i.f. prices. Tercanal N. V., P.O. Box 44, or Kempenweg, Weert. WTD 3/2/65.

★★ SPAIN—Trade Mission

Modern textile machinery, especially for knitted goods. Joaquin G. Bejar, Asst. to General Mgr., Soleil, S.A. (manufacturer), Fontanella 5 y 7, Barcelona. WTD 12/14/64. TM 295.

Most modern machinery for furniture and cabinet making operations, kilns and drying equipment, furniture seat cover equipment, desires information on utilization of wood scrap and saw dust; requests replies in Spanish. Manuel Jose Pascual-Salcedo, Managing Director, Manuel Pascual Salcedo, S.A. (manufacturer), Calle San Adrian s/n, Logrono. WTD 2/4/65. TM 151.★

Butane gas ovens for commercial bakery operation; cookie packaging equipment. Lorenzo Sanvicente Hurtado, Galletas Siro (manufacturer), Alar del Rey, Palencia. WTD 2/3/65. TM 118.

Wood working machinery, equipment. Menna Claramunt Cruells, Representative, Comercial Sagrera, S.A. (manufacturer, distributor), Calle Montserrat 46, Sabadell, Barcelona. WTD 12/7/64. TM 235.

Machinery to manufacture lubricating greases; desires to double present production from 5 to 10 million kilos per day. J. Olivé Marcé, Director, Lubricantes Jockey, S.A. (manufacturer), Avda. Meho 16-20, Hospitalet, Barcelona. WTD 1/5/65. TM 240.

Bottle washers, filler machinery for beer, soft drinks. Antonio Salazar, Casa Metzger, S.A. (manufacturer), Paseo de Gracia 76, Barcelona. WTD 12/15/64. TM 229.

All types of equipment for oil industry wanted by petroleum machinery distributor. Direct purchase and agency. Ramón de Damborenea Terroba, Attorney and Sales Director, Kalmia, S. L. (distributor), Ercilla 24, Bilbao. WTD 2/2/65. TM 180.

Complete line of machinery and equipment for slaughter house operation; has building; would like to slaughter 175 hogs, 25 calves, 100 sheep per day. Correspondence preferred in Spanish. Juan Baro Proqueras, Jose Baro Trave, Principe de Viana, Lerida. WTD 12/18/64. TM 206.

Lithographic machinery, equipment. Juan Gimenez Benedicto, Managing Director, Edigraf, Tamarit 132-134, Barcelona. WTD 2/8/65. TM 304.★

Textile machinery, all types. Estanislao Sevil, Maquinaria y Suministros Industriales, S. A. (distributor), Fontanella 10, Barcelona. WTD 2/4/65. TM 313.

Machinery to manufacture corn flakes and oat meal, 2000 kilos per day capacity; machinery to modernize dietetic foods plant. Torres Santiveri, Casa Santiveri, S. A. (manufacturer), Troquel s/n (Colonia Santiveri), Barcelona. WTD 12/17/64. TM 268.

Food packaging machinery. Joseph M. Bailac Cardial, Mgr. Commercial Department, Maquinaria Industrial S.A. (manufacturer), Apartado 56, Manresa (Barcelona). WTD 12/15/64. TM 279.

Machinery for embossing and printing paper labels. Jose Genoves, Manager, Farinetti, Paz 16, Valencia. WTD 2/16/65. TM 379.

Commercial ice-making machinery including ice machine compressors. Antonio Sala Ortuno, (manufacturer), Casas de la Vingen, Elche (Alicante). WTD 2/12/65. TM 378.

Complete line of machinery, equipment for packing house; firm presently manufacturing sausage; plans to expand operation. Sr. D. Anselmo Gil Tacons (manufacturer), Pintor Peiro 10, Valencia. WTD 2/4/65. TM 348.

Diamond cutting tools for marble. Sr. Baset, Mgr., Carlos Tortosa, S.A., C. Crespo, 4, Valencia. WTD 2/12/65. TM 415.

356 General Industrial Machinery

CANADA—Industrial equipment: central lubricating systems, oil, grease dispensing equipment. Direct purchase and agency. O. M. Industrial Services, Ltd. (wholesale distributor), P.O. box 567, Postal Station Q, Toronto, Ontario. WTD 3/5/65.

● **GUATEMALA**—Complete hydraulic power pump unit for supplying drinking water to San Miguel Petapa. Tender No. 21-TF-26-12-64, bid deadline April 6. Complete specifications available from Instituto de Fomento Municipal-INFOM, 6a Avenida 1-73, Zona 4, 2o. piso (Seccion Comercial), Guatemala City, for $5.

★★ SPAIN—Trade Mission

Needle bearings, carbide tipped tools. Luis Perez Martinez, Mgr., Traner, S.L. (wholesaler), Sueca 20, Valencia. WTD 1/13/65. TM 384.

Compressors for refrigeration, ½ to 2 hp. Jaime Corbera Fradera, Disve, S.A. (distribu-

tor), Mallorca 277, Barcelona 9. WTD 12/14/64. TM 252.

Gasoline-powered generators, portable. Direct purchase and agency. Sr. D. Jose Cebellan, Technician, Talleres Vima, Papa Alejandro VI, 8, Valencia. WTD 2/16/65. TM 372.

● **SUDAN**—One electric motor driven centrifugal pump, 6,000 gal. per hr. capacity, 30 ft. head, including suction. Tender No. 3255, bid deadline April 7. Sudan Government Purchasing Agent, 3-5 Cleveland Row, St. James, London, S.W.1.★ (Telephone: 202-WO 7-5589).

TAIWAN—Turbine deepwell pumps; centrifugal pumps for oil, acid; requests descriptive literature, price lists. Direct purchase and agency. Alton Co. (Taiwan), Ltd. (importer, exporter), Rm. 311, Chungshan Bldg., Chungshan North Rd., Section 1, Taipei, Taiwan. WTD 2/25/65.

357 Office, Computing, Accounting Machines

★★ SPAIN—Trade Mission

All types of automatic weighing machines including industrial road weighing stations, and machines for retail stores. Sales agency or importation for own account. Ramon Torner Dalmau, Managing Director, Torner, Fabrica de Basculas, S.A. (manufacturer), Iparraguirre 55, Bilbao. WTD 1/11/65. TM 176.

358 Service Industry Machines

● **BURMA**—Ten gasoline engine, 4 cycle water cooled overhead valve with 145 P.S/3000 r.p.m. and max. torque of 40 kg. m/1600 r.p.m. water tank capacity 1000/1200 gallons. Tender No. 18-V (64-65) AGT, bid deadline April 1. People's Stores Corp., Motor Vehicle and other Transport Equipment Division, Rangoon.★ (Telephone: 202-WO 7-2939).

CANADA—Service machines: floor scrubbing machines, wall washers, dip tanks, portable steam generators. Direct purchase and agency. O. M. Industrial Services, Ltd. (wholesale distributor), P.O. box 567, Postal Station Q, Toronto, Ontario. WTD 3/5/65.

FRANCE—Pressing and drycleaning machinery for commercial purposes. Remeneuf, (dry cleaners), 46 Blvd. de Strasbourg, Toulon, Var. WTD 11/25/64.

Shirt pressing machines, laundry, commercial. Blanchisserie de la Haute-Garonne (industrial laundry), 2-10 rue de la Blanchisserie, Toulouse, Hte-Garonne. WTD 11/19/64.

Drycleaning equipment, presses. Direct purchase and agency. Igea-France, (importer, dealer), 70 bis-72, rue Bossuet, Lyon, Rhone. WTD 11/25/64.

Coin-operated laundry, dry cleaning machines. Societe A.L.T.A. (importer, dealer), 14 rue Lucien Jeannin, La Garenne, Seine. WTD 11/16/64.

★★ SPAIN—Trade Mission

Water purifiers. Direct purchase and agency. Luis de Aguirre, Director General, Crenex, Gregorio Balparda 6, Dept. 11, Bilbao. WTD 2/5/65. TM 183.

Water purifiers, electronic. Direct purchase and agency. Sr. D. Jose Cebellan, Technician, Talleres Vima, Papa Alejandro VI, 8, Valencia. WTD 2/16/65. TM 374.

Water purification equipment. Sebastian Estrade, Director, Promar, S.A. (manufacturer, importer), Plaza Duque de Medinaceli 5, Barcelona. WTD 2/3/65. TM 284.

Stainless steel food preparation, serving equipment. José Bastus, Aplicaciones Industriales Tuperin, S.A. (distributor), Conde de Borrell 209-211, Barcelona. WTD 12/7/64. TM 317.

Vending machines, equipment, manual or automatic, all types. Sr. Enrique Miguel Baldó (agent), Ruzafa 2, Valencia. WTD 2/12/65. TM 361.

361 Electric Transmission, Distribution Equipment

FINLAND—Circuit breakers, related items; request descriptive literature, prices. Karjalan Sahko Oy (manufacturers, importers, exporters), Hanko. WTD 3/1/65.

● **NEW ZEALAND**—Supply of two 220 kv, 7,500 mva, 1,200 amp., three phase circuit breakers and one 220 kv, 7,500 mva, 1,600 amp. or alternatively 2,000 amp., three phase circuit breaker and accessories. Contract No. 455, bid deadline April 27. The Secretary, Tenders Committee, New Zealand Electricity Dept., Private Bag, Wellington.★ (Telephone: 202-WO 7-4242).

Supply of three 600 amp. and three 1,200 amp., 220 kv, 5,000 mva or 3,500 mva, three phase circuit breakers. Contract No. 456, bid deadline May 4. The Secretary, Tenders Committee, New Zealand Electricity Dept., Private Bag, Wellington.★ (Telephone: 202-WO 7-4242).

Supply of seven 220 kv, three phase, 5000 mva circuit breakers for Aviemore Power Station. Tender No. 457, bid deadline May 18. The New Zealand Electricity Dept., Tenders Committee, Private Bag, Wellington.★ (Telephone: 202-WO 7-4242).

362 Electrical Industrial Apparatus

● **INDIA**—Supply of six 220 volt, 43" electromagnetic lifting magnets; three magnetic separators complete with dependent rectifiers two in-line type magnetic separators with separator belt speed of 100 ft. per minute, voltage supply 400 volts, 3 phase, 50 cycles. Specification Nos. SFM-64/09/13-1 (electromagnets) and SFM-64/03/22 (separators), bid deadline March 31. Superintendent, Steel Foundry, Chittaranjan Locomotive Works, Chitaranjan, West Bengal. Tender documents available from the India Supply Mission (Ref. No. D/ENQ/1570), 2536 Massachusetts Ave., NW., Washington, D.C. 20008 upon payment of $4.20 per copy. Tender fee not refundable.

★★ SPAIN—Trade Mission

Electrical apparatus, all types for industrial applications. Pedro Bretcha, President, Dimosa (manufacturer), Montsalvatje 20, Olot, Gerona. WTD 2/2/65. TM 298.

Welding machines, electric. Luis Pérez Martínez, Mgr., Traner, S.L. (wholesaler), Sueca 20, Valencia. WTD 1/13/65. TM 382.

Electric spot, arc welders. Direct purchase and agency. Sr. D. José Cebellán, Technician, Talleres Vima, Papa Alejandro VI, 8, Valencia. WTD 2/16/65. TM 375.

● **TURKEY**—Supply the following diesel generator sets: one unit, 60 hp., 1500 rpm; three units, 100 hp., 1500 rpm; four units, 100 hp., 1000 rpm; four units, 140 hp., 1000 rpm; two units, 160 hp., 1000 rpm; four units, 200 hp., 1000 rpm; three units, 250 hp., 1000 rpm; two units, 340 hp., 750 rpm; two units, 1000 hp., 500 rpm; one unit, 1300 hp., 500 rpm; one unit, 1600 hp., 428 rpm. Also transformers, circuit breakers, switches, cable. Bid deadline April 27. Specifications may be obtained from Commercial Department, Iller Bankasi Genel Mudurlugu (General Directorate of the Bank of Privinces) Ankara for $1 per copy. One set of specifications is available for review only, not for loan, from the Power and Electrical Equipment Division, Rm. 4124, BDSA-6430, Department of Commerce. Washington, D.C. 20230. (Telephone: 202-WO 7-4242).

363 Household Appliances

FINLAND—Household, kitchen, other appliances, particularly novelties; request descriptive literature, price lists, terms; direct purchase or agency. Tuontiliike I. Henriksson Oy (importer, wholesaler, agent), Mannerheimintie 81, Helsinki. WTD 3/4/65.

★★ SPAIN—Trade Mission

Electrical household items for distribution in the Levante region of Spain. Agustín Gabaldón Ponce, Administrative and Public Relations Mgr., CRAE, S.A., Fernando El Católico 64, Valencia. WTD 2/4/65. TM 395.

VENEZUELA—Beverage mixers, electric, household, 120 v, 50 cycles; for wholesale and retail in the Caracas metropolitan area. Requests replies in Spanish. Trumallo C. A. (importer, wholesaler, retailer), Avenida Presidente Medina, Centro Comercial Victoria, Local 1 y 2, Caracas. WTD 2/17/65.

Electric toasters, automatic, for household use, 120 v. For wholesale, retail in the Caracas metropolitan area. Requests replies in Spanish. Trumallo C. A. (importer, wholesaler, retailer), Avenida Presidente Medina, Centro Comercial Victoria, local 1 y 2, Caracas. WTD 2/17/65.

364 Electric Lighting, Wiring Equipment

FINLAND—"UL Approved contacts," signal circuits, switches and related wiring devices; request descriptive literature, prices. Karjalan Sahko Oy (manufacturers, importers, exporters), Hanko. WTD 3/1/65.

FRANCE—Electric lighting, wiring equipment; lighting fixtures, related lines, for industrial, commercial and home uses; for 3-phase, 50-cycle, 220 volt alternating current. Direct purchase and agency. Internationale de Distribution et de Transformation, (I.D.T.), (dealers), 281 Route d'Espagne, Toulouse, Haute-Garonne. WTD 2/24/65.

Toggle switches, three-pole or four-pole, 5 to 20 amperes, for industry—tumbler switches, lever switches; signal indicator lamps, lampholders (snap-in fixtures, waterproof); pushbuttons. Electro-Fabrication, (importer, dealer), 2 bis, Impasse Thoreton, Paris 15e. WTD 8/10/64.

★★ SPAIN—Trade Mission

Fluorescent tubes. Pedro Bretcha, President, Dimosa (manufacturer), Montsalvatje 20, Olot, Gerona. WTD 2/2/65. TM 297.

Fluorescent lamps, components, equipment. Direct purchase and agency. Sr. D. Jose Cebellan, Technician, Talleres Vima, Papa Alejandro VI, 8, Valencia. WTD 2/16/65. TM 373.

365 Radio, Television Receiving Sets

VENEZUELA—Magnetic recording tape. Distribution for all Venezuela. Requests replies in Spanish. Filmica Electronica S. A. (importer, distributor, sales agent), Apartado 2744 Caracas, Edificio Camoruco, Animas a Platanal, Avenida Urdaneta, Caracas. WTD 2/11/65.

366 Communication Equipment

FINLAND—Signal lamps, related items; request descriptive literature, prices. Karjalan Sahko Oy (manufacturers, importers, exporters), Hanko. WTD 3/1/65.

FRANCE—Proximity detectors, electric. Electro-Fabrication (importer, dealer), 2 bis, Impasse Thoreton, Paris 15e. WTD 8/10/64.

367 Electronic Components

★★ SPAIN—Trade Mission

Electronic noise reduction devices for factories. Enrique Salesa, Legal Counsel, Instituto Auditivo Espanol (manufacturer), Via Layetana 98, Barcelona. WTD 11/19/64. TM 226.

Marine electronic equipment. Sebastian Estrade, Director, Promar, S.A. (manufacturer, importer), Plaza Duque de Medinaceli 5, Barcelona.

Electronic products for industrial applications. Pedro Bretcha, President, Dimosa (manufacturer), Montsalvatje 20, Olot, Gerona. WTD 2/2/65. TM 297.

369 Electrical Machinery, Equipment, Supplies

★★ SPAIN—Trade Mission

X-ray equipment. D. Jose Grau Bonet (manufacturer), Avda. Campanar, 98, Valencia. WTD 2/16/65. TM 356.

371 Motor Vehicles, Accessories, Maintenance Equipment

★★ SPAIN—Trade Mission

Air conditioning for buses, spare parts. Jose Echaide Itarte and Javier Echaide Itarte, Echaide Itarte (importer), Garibay 32, San Sebastian, Guipuzcoa. WTD 12/24/64. TM 172.

Automotive spare parts, accessories, supplies. Juan Coll, Establecimientos Coll (manufacturer), Paseo General Mola 32, Barcelona. WTD 12/18/64. TM 281.

VENEZUELA—Horns, automotive, electric, for cars and for use on official vehicles such as ambulances, police cars. Revolving red signals for trucks, ambulances, wrecker trucks. Distribution for entire country. Requests replies in Spanish. Bujias Maserati C. A. (importer, distributor), Avenida Libertador, Edificio Luis Alejo, Local 1, Chacao, Caracas. WTD 2/23/65.

374 Diesel-Electric Locomotives

● **MOZAMBIQUE**—Supply of diesel-electric locomotives and accessories (number not specified), total bid value estimated at $5.2 million for Lourenco Marques Railway System. Tender No. 25/65, deadline April 9. Bid program, specifications, drawings, terms and conditions may be examined in the Office of the Storekeeper for Mozambique Harbors, Railways and Transport in Lourenco Marques, Beira, Inhambane, Quelimane and Luabo, and at the Office of the Director General for Public Works and Communications, Lisbon, Portugal. Drawings and specifications may be obtained from the Treasury, Lourenco Marques Railway System, Lourenco Marques, upon payment of $1.75 and $3.49, respectively. Interested bidders must make a provisional deposit of 3,750,000 escudos (US$130,890) or produce a bank guarantee of like value.

PAKISTAN—Railroad tracks 72000 tons (tender is expected to be out by May). Ijaz Ahmad & Co., 115 Scotch Corner, Upper Mall, Lahore, West Pakistan. WTD 9/25/64.

● **RHODESIA**—Supply of 12 diesel-electric locomotives, 3' 6" gauge, Co Co 1,250 hp. road switcher type. Tender No. 65.22.0697, bid deadline April 30. Office of the Chief Supplies Officer, Rhodesia Railways, P.O. box 1999, Bulawayo. Terms and specifications available from the above address for $14.00 plus $5.00 for airmail postage to the U.S. Copies of the specifications and drawings are available for review only in the Transportation Equipment Division, BDSA-6340, Department of Commerce, Rm. 4314, Washington, D.C. 20230.

381 Engineering, Laboratory, Scientific, Research Instruments

ECUADOR—Laboratory testing equipment for industry; scientific instruments for industry. Requests Catalogs. Direct purchase and agency. Transimpex, Ltda. (importer, agent), P.O. box 1223, Quito. WTD 2/16/65.

382 Instruments for Measuring, Controlling, Indicating Physical Characteristics

ECUADOR—Industrial process instruments. Requests catalogs. Direct purchase and agency. Transimpex, Ltda. (importer, agent), P.O. box 1223, Quito. WTD 2/16/65.

FINLAND—Thermostats, related automatic temperature control devices; request descriptive literature, prices. Karjalan Sahko Oy (manufacturers, importers, exporters), Hanko. WTD 3/1/65.

● **ICELAND**—Supply of approximately 1800 water meters of various sizes, limits of accuracy, rates of flow. Tender No. 1, bid deadline April 12. Reykjavik Purchasing Center, Venarstraeti 8, Reykjavik.★ (Telephonee 202-WO 7-2939).

★★ SPAIN—Trade Mission

Tachometers, high precision temperature control, power control instruments; marine electronic equipment and depth instruments; would like to serve as consultants, developers of new instruments in these fields for U.S. firms. Vicente Plaza, Commercial Agent, Aparatos de Precision DYC, Rosario 44, Barcelona. WTD 1/5/65. TM 264.★

Thermometers, barometers, altimeters, compasses. Direct purchase and agency. Carlos Pueyo, Managing Director, Oliver Salleras, S.A., Enrique Granados 3, Barcelona. WTD 1/5/65. TM 336.

Temperature control instruments. Direct purchase and agency. Luis de Aguirre, Director General, Crenex, Gregorio Balparda 6, Dept. 11, Bilbao. WTD 2/5/65. TM 184.

Automatic controls, instruments for refrigeration. Jaime Corbera Fradera, Disve, S.A. (distributor), Mallorca 277, Barcelona 9. WTD 12/14/64. TM 251.

383 Optical Instruments, Lenses

ECUADOR—Optical instruments for laboratories. Requests catalogs. Direct purchase and agency. Transimpex, Ltda. (importer, agent), P.O. box 1223, Quito. WTD 2/16/65.

● **INDIA**—Supply of one profile projector suitable for accurate inspection of intricate parts or of components. Tender No. SWP7/4031/041A/T.E., bid deadline April 8. Director General of Supplies and Disposals, National Insurance Bldg., Parliament St., New Delhi.★ (Telephone: 202-WO 7-2939).

384 Surgical Equipment

● **CEYLON**—Supply of the following glass luer lock hypodermic syringes: 2cc.graduated 1/10cc. and minims—220 dozens; 10 cc. graduated 1/5cc. and minims—60 dozens; 5 cc. graduated 1/5cc. and minims—40 dozens; all glass infusion syringes luer lock—60 doz.; all glass luer lock hypodermic syringes 50cc. with eccentric nozzle graduated 5cc.—60 doz.; all glass luer lock hypodermic syringes 20cc. graduated 1cc—120 doz. Bid deadline May 4. The Chairman, Tender Board, Ministry of Health, P.O. box 500, Colombo.★ (Telephone: 202-WO 7-2939).

● **COLOMBIA**—Supply of about 90 different items of surgical instruments, hospital equipment in various sizes, quantities. Tender No. 1, bid deadline May 10. Terms and specifications in Spanish. Interested exporters must register their names with Beneficencia de Antioquia prior to submitting bids. Beneficiencia de Antioquia, Edificio Alvarez Santamaria Oficina 305, Medellin.★ (Telephone: 202-WO 7-2939).

FRANCE—Audiometer headphones. L. Derbesse (manufacturer, dealer), 17 Place du Commerce, Paris 15e. WTD 11/19/64.

★★ SPAIN—Trade Mission

Surgical supplies, equipment. Enrique Salesa, Legal Counsel, Instituto Auditivo Espanol (manufacturer), via Layetana 98, Barcelona. WTD 11/19/64. TM 227.

385 Ophthalmic Goods

★★ SPAIN—Trade Mission

Ophthalmic frames, related items. Direct purchase and agency. Carlos Pueyo, Managing Director, Oliver Salleras, S.A., Enrique Granados 3, Barcelona. WTD 1/5/65. TM 338.

386 Photographic Equipment

FINLAND—Photo-interpretation, airphotography, photogrammetric mapping equipment, instruments, material; request descriptive literature, price lists, terms. Laaturauta Oy, (commission agents), Linnankoskenkatu 11 B, Helsinki. WTD 3/2/65.

FRANCE—Photographic reproduction equipment of standard types for office use, such as photocopying and photostat machines; thermo and xerography equipment; blueprinting equipment; others. Medium-priced; good quality. Etablissements Chavanel, S.A., (wholesalers, importers, exporters), 28 Allees d'Orleans, Bordeaux, Gironde. WTD 2/24/65.

Paper for reproduction, sensitized, suitable for utilization with standard-type photocopying and photostat machines; thermo- and xerography equipment, including blueprint paper, related instant-copy material, supplies. Etablissements Chavanel, S.A. (wholesalers), 28 Allees d'Orleans, Bordeaux. WTD 2/24/65.

★★ SPAIN—Trade Mission

Moving picture industrial equipment. Direct purchase and agency. Carlos Pueyo, Managing Director, Oliver Salleras, S.A., Enrique Granados 3, Barcelona. WTD 1/5/65. TM 337.

387 Watches, Clocks

FRANCE—Watches, clocks. Direct purchase and agency. Establissements Charles Abel et Cie, (importer, dealer), 25 rue d'Hauteville, Paris 10e. WTD 11/24/64.

★★ SPAIN—Trade Mission

Watchmakers tools, benches, electronic watch-cleaning equipment, time regulators. Angel Alonso, Angel Alonso (manufacturer), J. F. de Lequerica 4, Bilboa. WTD 12/24/64. TM 147.

391 Jewelry, Silverware, Plated Ware

FRANCE—Cigarette cases, precious metal; toilet ware: silver, nickel silver, pewter, plated. Direct purchase and agency. Establissements Charles Abel & Cie, (importer, dealer), 25 rue d'Hauteville, Paris 10e. WTD 11/24/64.

International Representation

The firms listed below are interested in representing U.S. firms in the areas indicated. Exclusive distributorship for these commodities is wanted only if specified.

394 Toys, Amusements, Sporting Goods

FINLAND—Toys, games, balloons, interested in full line; request descriptive literature, price lists, terms; direct purchase or agency. Tuontiliike I. Henriksson Oy, (importers, wholesalers, agents), Mannerheimintie 81, Helsinki. WTD 3/4/65.

FRANCE—Toys: dolls, doll parts, doll clothing, stuffed toy animals, carts, mechanical trains, pedal-cars, velocipedes, tricycles, scooters, rowers, toy guns, air rifles, pistols, musical instruments, reproductions of household utensils, equipment. Arbois S.A. (importer, wholesaler, agent), 123 rue de Tocqueville, Paris 17e. WTD 7/20/64.

Fishing tackle, such as reels (all kinds), split cane and fiber glass rods, monofilaments; camping forks, spoons, thermo camping utensils; ping-pong sets; tennis goods. Courrier & Compagnie, (importer, wholesaler), 26 rue de la Pepiniere, Paris 8e. WTD 11/20/64.

SOUTH AFRICA—Children's vehicles, all types except bicycles. Regal Trading Co., (Pty), Ltd., (importer, wholesaler), P.O. box 6028, Johannesburg. WTD 3/2/65.

Games, toys, hobbies, all types, of good quality. Regal Trading Co., (Pty), Ltd., (importer, wholesaler), P.O. box 6028, Johannesburg. WTD 3/2/65.

Dolls, stuffed toy animals, all types, of good quality. Regal Trading Co., (Pty), Ltd., (importer, wholesaler), P.O. box 6028, Johannesburg. WTD 3/2/65.

SWEDEN—Medium-priced fishing reels, rods; camping articles. Direct purchase and agency. Elbe-produkter i Varberg AB (wholesaler, manufacturer), Sodra Vagen 18-20, Varberg. WTD 2/25/65.

VENEZUELA—Baby strollers, carriages; for wholesale and retail in the Caracas metropolitan area. Requests replies in Spanish. Trumallo C.A., importer (wholesaler, retailer), Avenida Presidente Medina, Centro Comercial Victoria, Local 1 y 2, Caracas. WTD 2/17/65.

396 Costume Jewelry, Costume Novelties, Buttons, Notions, Except Precious Metals

MALAYSIA—Zippers. Requests replies from manufacturers/suppliers, quotations c.i.f. Singapore. Prices must be competitive. Samples requested. Nai Chiong (importer, wholesaler, retailer, exporter), 614 N. Bridge Rd., Singapore 7. WTD 1/29/65.

399 Miscellaneous Manufacturing Industries

FRANCE—Advertising novelties, to be sold as gift articles. Direct purchase and agency. Etablissements Charles Abel et Cie, (importer, dealer), 25 rue d'Hauteville, Paris 10e. WTD 11/24/64.

739 Business Services

★★ SPAIN—Trade Mission

Offers part financing, full advisory service on investment, taxes, labor, construction. Rolf Meyerson, General Mgr., Financiera General de Inversiones, S.A. Ausias March 13, Barcelona. WTD 1/29/65. TM 259.

Offers complete consulting services for development of golf courses, tourist resorts. Joaquin Regas, Joaquin Regas Llibre, Rambla de Cataluna 10, Barcelona. WTD 2/12/65. TM 312.

011 Field Crop Farms

CHINA—Raw cotton; requests price quotations; agency representation. Alton Co., (Taiwan), Ltd., (importer, exporter), Rm. 311, Chungshan Bldg., Chungshan North Rd. Section 1, Taipei, Taiwan. WTD 2/25/65.

012 Fruit, Tree Nut, Vegetable Farms

VENEZUELA—Fresh fruits; grapes, apples, pears. Agency for the Caracas metropolitan area. Requests replies in Spanish. Clemente Campos Romero, Apartado 10484, Sabana Grande Caracas, Edificio July Mary, Apt. 4, Avenida Quito, Los Caobos. WTD 2/9/65.

200 Food

AUSTRALIA—Mayonnaise; pancake mix, root beer essence. T. & C. Hoy's Products (manufacturers' representative), 103 Eveleigh St., Redfern, N.S.W. WTD 2/26/65.

202 Dairy Products

IRAQ—Skimmed milk powder, 1% fat content. Requests replies from manufacturers or exporters, quotation c&f Baghdad or Basra. Dhia Aziz Ghanni (commission agent), Damirji Bldg., 4th fl., Bank St., Baghdad. WTD 9/18/63.

203 Dried, Dehydrated Fruits, Vegetables

VENEZUELA—Dried, dehydrated fruits, apricots, pears, grapes, prunes. Canned vegetables, especially mushrooms. Canned seafoods, especially salmon. Agency for the Caracas metropolitan area. Requests replies in Spanish. Clemente Campos Romero (sales agent), Apartado 10484, Sabana Grande Caracas, Edificio July Mary, Apto. 4, Avenida Quito, Los Caobos. WTD 2/9/65.

220 Textile Mill Products

FINLAND—Textiles for sportswear; seeks exclusive agency covering all Finland; requests descriptive literature, price lists, samples. S. Chalupovitsch Agency, (commission agent), Albertinkatu 34, Helsinki. WTD 7/15/64.

UGANDA—All types of fabrics, suitings, textiles; cottons, cotton mixtures; silks, silk mixtures; nylons; linens; linens and rayons. R. B. Sisodia, The Ramsway Agencies (importers, jobbers, manufacturers' representatives), P.O. box 287, Jinja. WTD 2/26/65.

225 Knitting Mills

FRANCE—Sport shirts, made in knitting mills. "Les Specialistes du Golf" Boisseau & Cie (retailer), 8 rue Clement Marot, Paris, 8e. WTD 10/25/63.

227 Floor Covering Mills

UGANDA—Carpets, mats of all types. D.C.M. Panchal, Panchal Automobile Agencies (sales agents), P.O. box 3760, Kampala. WTD 3/1/65.

228 Yarn, Thread Mills, Products

NETHERLANDS—Yarns, raw materials for textile industry, especially continuous nylon, polyester and/or other filaments except single thread; elastomere (non-rubber elastic) yarns, such as Lycra, Spandex. Requests replies from manufacturers only. Albert Beijers N.V. (importer, exporter, commission merchant, sales agent), P.O. box 265, or 45 Gasthuisring, Tilburg. WTD 5/26/64.

229 Textile Goods

NETHERLANDS—Artificial leather, such as PVC sheeting, for clothing, upholstery, shoemaking industries. Requests replies from manufacturers only. Firma Gebr. de Ruyter (importer, wholesaler, exporter, commission merchant), 14 Tuinstraat or P.O. box 102, Waalwijk. WTD 2/18/65.

230 Apparel

FRANCE—Men's, youths', boys' golf apparel, including suits, hats, caps, hoods; sports shirts, woven fabrics. "Les Specialistes du Golf" Boisseau et Cie (retailer), 8 rue Clement Marot, Paris, 8e. WTD 10/25/63.

UGANDA—Men's lightweight suits; men's and boys' underwear, dress and sport shirts. Women's, misses', juniors' dresses, other outerwear; women's and children's underwear, nightwear. Interested in garments of various types, styles. R. B. Sisodia, The Ramsway Agencies (importers, jobbers, manufacturers' representatives), P.O. box 287, Jinja. WTD 2/26/65.

Men's lightweight suits; men's, boys' underwear, shirts, all types; cotton and other lightweight dresses, blouses for women, misses, juniors. D.C.M. Panchal, Panchal Automobile Agencies (sales agent), P.O. box 3760, Kampala. WTD 3/1/65.

264 Converted Paper Products

SOUTH AFRICA—Full range of office stationery, first class quality only; requests replies from manufacturers. Daws Stationery Co. (importing distributor), P.O. box 4614, Cape Town. WTD 2/25/65.

★★ SPAIN—Trade Mission

Wrapping paper, colors and imprinted; celophane, metalized papers; desires to represent U.S. manufacturers. Dionisio Gongalez, Everycel, S.A. (manufacturer), Sugraño 35-37, Sanz, Barcelona. WTD 12/14/64. TM 276.

289 Chemical Products

★★ SPAIN—Trade Mission

Paste, adhesive. José Giménez, Mgr. (agent), Navellos 9, Valencia. WTD 2/12/65. TM 394.

311 Leather Tanning, Finishing

NETHERLANDS—Leather, especially leather splits, for clothing, upholstery, shoemaking industries. Requests replies from manufacturers only. Firm Gebr. de Ruyter (importer, wholesaler, exporter, commission merchant), 14 Tuinstraat or P.O. box 102, Waalwijk. WTD 2/18/65.

314 Footwear, Except Rubber

FRANCE—Boots, shoes for sports wear. "Les

Spécialistes du Golf" Boisseau et Cie (retailer), 8 rue Clément Marot, Paris, 8e. WTD 10/25/63.

UGANDA—Dress, play shoes, all types, for children, men, youths, boys, women, misses. D. C. M. Panchal, Panchal Automobile agencies (sales agents), P.O. box 3760, Kampala. WTD 3/1/65.

316 Luggage

FRANCE—Luggage, including bags of all types. "Les Spécialistes du Golf" Boisseau et Cie (retailer), 8 rue Clément Marot, Paris, 8e. WTD 10/25/63.

342 Cutlery, Handtools, General Hardware

UGANDA—Automotive body tools, accessories, hand types. D. C. M. Panchal, Panchal Automobile Agencies (sales agents), P.O. box 3760, Kampala. WTD 3/1/65.

344 Fabricated Structural Metal Products

★★ SPAIN—Trade Mission

Aluminum door, window frames; as agent would distribute all over Spain. Ramón Bacardit, Partner, Perfilácer, S.L., Obispo Irunta 232, Tarrasa, Barcelona. WTD 1/8/65. TM 265.

350 Machinery, Except Electrical

★★ SPAIN—Trade Mission

Heavy industrial machinery, all types. Rosendo Trías, Director of agriculture machinery, Hansa Iberia, S.A. (agent), Avda. José Antonio 806-812, Barcelona. WTD 1/5/65. TM 246.

351 Engines, Turbines

SOUTH AFRICA—Outboard motors for motor boats. Interested in exclusive agency. Popeye Strydom Sports Shop, (Pty), Ltd. (retailers), P.O. box 393, Port Elizabeth. WTD 2/9/65.

353 Construction Machinery

LUXEMBOURG—Construction materials and equipment, all types. Sicam S. A. (importer, retailer, manufacturers' representative), P.O. box 487, Luxembourg. WTD 2/19/65.

354 Metalworking Machinery

UGANDA—Hand, electrical tools, all types, such as sold by hardware stores; particularly interested in tools for home workshops. D. C. M. Panchal, Panchal Automobile Agencies (sales agents), P.O. box 3760, Kampala. WTD 3/1/65.

355 Special Industry Machinery

AUSTRALIA—Printing machinery, all types; photo-engraving machinery. Middows Bros., Pty., Ltd. (manufacturers' representative), 25-27 Clarence St., Sydney. WTD 3/1/65.

FRANCE—Machinery, equipment for chemical, atomic plants. S. A. M. P. I. (Ste d'Applications Modernes pour l'Industrie), (engineering consultants), 28 rue Louis-le-Grand, Paris 2e. WTD 11/25/64.

NETHERLANDS—First-class special-type mills to grind technical D.D.T. (90%); capacity appr. 1,000 lb/h; particles smaller than 40 microns. Requests catalogues, quotations c.i.f. Rotterdam. Not interested in secondhand commodities. Desires exclusive agency. Requests replies from manufacturers only. N.V. Technische Handelsonderneming "Coimex-Vlaardingen" (importer, commission merchant, exporter), Veldweg 11, Hattem. WTD 8/25/64.

★★ SPAIN—Trade Mission

Machinery, equipment for ready-to-wear clothing industry. Ignacio Tormo Marxuach (agent), Aragón 54, Barcelona. WTD 1/8/65. TM 331.

Paper manufacturing machinery, equipment, including machinery to recover waste paper. José Giménez, Mgr. (agent), Navellos 9, Valencia. WTD 2/12/65. TM 393.

Presses for glass brick, ceramic tile construction. Tomas Feito, J. Figueras Salas, Paseo Zona Franca 86-94, Barcelona 4. WTD 12/9/64. TM 248.

VENEZUELA—Paper mill machinery; paper converting machinery; printing machinery for use in paper converting industries—for wrapping paper, box, tapestry printing. Commission agency for the Caracas area. John P. Bosch (sales agent), Avenida Francisco de Miranda, proximo Country Club, Chacao, Caracas. WTD 2/17/65.

356 General Industrial Machinery

NETHERLANDS—First-class small fans with very high r.p.m. for application in aircraft; requests catalogues, quotations c.i.f. Rotterdam. Not interested in secondhand commodities. Desires exclusive agency. Requests replies from manufacturers only. N.V. Technische Handelsonderneming "Coimex-Vlaardingen" (importer, commission merchant, exporter), Veldweg 11, Hattem. WTD 8/25/64.

UGANDA—Agencies required for ball, engine, roller bearings for automobiles of European manufacture; clutch plates, other parts for such vehicles. D. C. M. Panchal, Panchal Automobile Agencies (sales agents), P.O. box 3760, Kampala. WTD 3/1/65.

358 Service Industry Machines

ITALY—Coin-operated washing, dry cleaning machines. Gogeko (distributor, representative), Largo Murani 4, Milan. WTD 12/10/63.

361 Electric Transmission, Distribution Equipment

NETHERLANDS—First-class sealed relays, sensitive relays, other special-type electric relays; program switches, timers, other special-type parts for fully automatic household washing machines; centrifugal starting switches (rotor and stator) for single phase induction motors-6 A-250 V, diameter rotor shaft 19 or 22 mm. Requests catalogues, quotations c.i.f. Rotterdam. Not interested in secondhand commodities. Desires exclusive agency. Requests replies from manufacturers only. N.V. Techniche Handelsonderneming "Coimex-Vlaardingen" (importer, commission merchant, exporter), Veldweg 11, Hattem. WTD 8/25/64.

363 Household Appliances

AUSTRALIA—Coffee percolators. John Mendl, Pty, Ltd. (importer, manufacturers' representative), 47a King St., Sydney, N.S.W. WTD 2/26/65.

364 Electric Lighting, Wiring Equipment

UGANDA—Electric lamps for general lighting use; fluorescent lamps, switches; for household use. D. C. M. Panchal, Panchal Automobile Agencies (sales agents), P.O. box 3760, Kampala. WTD 3/1/65.

365 Radio, Television Receiving Sets

AUSTRALIA—Audio visual equipment; tape recorders and recording tapes; phonograph records, except transcriptions, 33⅓ and 45 r.p.m.; wholesale and retail distribution. Soundtrack Productions (importer, wholesaler, retailer), 20 Moncrief Rd., Cannon Hill, Brisbane, Queensland. WTD 2/16/65.

UGANDA—Table model, transistor type radios. D. C. M. Panchal, Panchal Automobile Agencies (sales agents), P.O. box 3760, Kampala. WTD 3/1/65.

367 Electronic Components, Accessories

AUSTRALIA—Microphones for public address systems. Soundtrack Productions (importer, wholesaler, retailer), 20 Moncrief Rd., Cannon Hill, Brisbane, Queensland. WTD 2/16/65.

369 Electrical Machinery, Equipment, Supplies

UGANDA—Batteries for passenger cars, flashlights, portable radios. D. C. M. Panchal, Panchal Automobile Agencies (sales agent), P.O. box 3760, Kampala. WTD 3/1/65.

371 Motor Vehicles, Equipment

UGANDA—Automobile horns suitable for European makes of vehicles. D. C. M. Panchal, Panchal Automobile Agencies (sales agents), P.O. box 3760, Kampala. WTD 3/1/65.

373 Ship, Boat Building, Repairing

SWITZERLAND—Parts for boats, yachts. Amag Automobil- und Motoren AG. (importer), 8107 Buchs. WTD 2/8/65.

382 Instruments for Measuring, Controlling, Indicating Physical Characteristics

NETHERLANDS—First-class liquid and gas flow meters for industrial and home use; protective and other devices for natural gas appliances. Requests catalogues, quotations c.i.f. Rotterdam. Not interested in secondhand commodities. Desires exclusive agency. Requests replies from manufacturers only. N.V. Technische Handelsonderneming "Coimex-Vlaardingen" (importer, commission merchant, exporter), Veldweg 11, Hattem. WTD 8/25/64.

385 Ophthalmic Goods

AUSTRALIA—Sunglasses; spectacle frames. John Mendl, Pty., Ltd. (importer, manufacturers' representative), 47a King St., Sydney, N.S.W. WTD 2/26/65.

393 Musical Instruments, Parts

AUSTRALIA—Musical instruments, especially guitars. John Mendl, Pty., Ltd. (importer, manufacturers' representative), 47a King St., Sydney, N.S.W. WTD 2/26/65.

394 Toys, Amusement, Sporting Goods

FRANCE—Golfing equipment: caddy carts, bags, clubs, tees, balls, sports gloves. "Les Spécialistes du Golf" Bouisseau et Cie (retailer), 8 rue Clément Marot, Paris 8e. WTD 10/25/63.

Leads for Importers

Commodities are offered direct unless specified.

200 Food

★★ SPAIN—Trade Mission

Almonds, hazel nuts, capers, garlic, noodles, wheat cereals, olives, olive oil, preserved fruits, spanish nougat. Alejandro Galceran, President, Fonseca, S.A. (exporter, importer), Grmo. Franco 416, Barcelona. WTD 12/16/64. TM 225.

203 Canning, Preserving Foods

★★ SPAIN—Trade Mission

Canned vegetables, peppers, tomatoes, asparagus. Joaquin Vela, Fábrica de Conservas Vegetales (manufacturer), Mendavia, Navarra. WTD 12/22/64. TM 160.

208 Beverage Industries

★★ SPAIN—Trade Mission

Spanish wines. José Garrigós, Mgr., A. y J. Garrigós, S.L. (exporter), Consuelo 15, Grao (Valencia). WTD 2/12/65. TM 381.

Wines, red and white, in bulk or bottled. R. Lopez, Sales Director, R. López de Heredia Vina Tondonia, S.A., Haro, Logroño. WTD 2/2/65. TM 142.★

209 Food Preparations

★★ SPAIN—Trade Mission

Wine vinegar, glass, plastic bottles, or in wooden vessels for bottling in U.S. D. Antonio Noblejas Velasco, Vinagrerias Noblejas (manufacturer), General Aguilers 2 and 7, Manzanares (Ciudad Real). WTD 1/13/65. TM 344.

220 Textile Mill Products

★★ SPAIN—Trade Mission

Printed fabrics, cotton, wool, synthetic. Joaquin G. Bejar, Asst. to General Mgr., Soleil S.A. (manufacturer), Fontanella 5 y 7, Barcelona. WTD 12/14/64. TM 294.

228 Yarn, Thread Mills

★★ SPAIN—Trade Mission

Woolen thread for rug carpet manufacturing. Julian Martinez, Managing Director, Hijo de Julian Martinez, San Cosme 6, Burgos. WTD 1/11/65. TM 201.

230 Apparel

★★ SPAIN—Trade Mission

Sweaters, hosiery, mens' socks, leather clothing items for both men, women. Antonio Oliva, Chief of Sales, Oliva y Sala (manufacturer), Carmen 37, Badalona, Barcelona. WTD 2/5/65. TM 328.

231 Men's, Youth's, Boy's, Suits, Coats Overcoats

★★ SPAIN—Trade Mission

Ski Jackets, men's. Jose Ma. Rocamora, Monplay-Sport (manufacturer), Mayor De Gracia, 183-185, Barcelona. WTD 2/6/65. TM 300.

232 Men's, Youth's, Boy's Furnishings

★★ SPAIN—Trade Mission

Men's neckwear. Jose Ma. Rocamora, Monplay-Sport (manufacturer), Mayor De Gracia, 183-185, Barcelona. WTD 2/16/65. TM 301.

236 Girls, Children's, Infant's Outerwear

★★ SPAIN—Trade Mission

Girls' summer clothing, embroidered, infants to 9 years of age. Sr. D. Carlos Lledó, Mgr., Confecciones Puchades (manufacturer), Rafael Cisternas 4, Valencia, Spain. WTD 2/12/65. TM 343.

238 Apparel, Accessories

★★ SPAIN—Trade Mission

Mantillas. Sr. José María Alcañiz, Mgr., Alcañiz International (agent), Calixto III, No. 22, Valencia. WTD 2/4/65. TM 400A.

250 Furniture, Fixtures

★★ SPAIN—Trade Mission

Kitchen tables, chairs, school desks, tables. José A. Zarra, Industrias bik, S.A. (manufacturer), Anciola 12, Hernani, Guipuzcoa. WTD 2/3/65. TM 159.

251 Household Furniture

★★ SPAIN—Trade Mission

Furniture, Spanish style. Sr. José María Alcañiz, Mgr., Alcañiz International (agent), Calixto III, No. 22, Valencia. WTD 2/4/65. TM 403.

Furniture, Spanish style. Francisco Jove, Muebles Rusticos de Estilo Espanol (manufacturer), Calabria 83, 85, Barcelona. WTD 2/9/65. TM 262.

266 Building Paper, Building Board Mills

★★ SPAIN—Trade Mission

Filtering materials, made of asbestos, to be used in the beverage, food industry; seeks distributor. José Alborna (manufacturer), Avda. Heroes 1808, n° 24, Arbos, Tarragona. WTD 2/2/65. TM 224.★

284 Soap, Detergents, Cleaning Preparations

★★ SPAIN—Trade Mission

Diversified line of polishes, waxes for retail or industrial use. Miguel Luis G. Sanchez, Managing Director, Industrias Assa, S.L., Avenida Bailén 17, Logroño. WTD 2/3/65. TM 144.

285 Paints, Varnishes, Lacquers

★★ SPAIN—Trade Mission

Diversified line of varnishes, dyes for retail or industrial use. Miguel Luis G. Sanchez, Managing Director, Industrias Assa, S.L., Avenida Bailén 17, Logroño. WTD 2/3/65. TM 146.

289 Chemical Products

★★ SPAIN—Trade Mission

Diversified line of adhesive for retail or industrial use. Miguel Luis G. Sanchez, Managing Director, Industria Assa, S.L., Avenida Bailén 17, Logroño. WTD 2/3/65. TM 145.

307 Plastic Products

★★ SPAIN—Trade Mission

Patented cigarette holder with filter. Sr. D. Rafael Berga, Mgr., Filtroton (manufacturer), Salamanca, 45, Valencia. WTD 1/13/65. TM 377.

314 Footwear

★★ SPAIN—Trade Mission

Leather footwear for men, women. Sr. José María Alcañiz, Mgr., Alcañiz International (agent), Calixto III, No. 22, Valencia. WTD 2/4/65. TM 400B.

Safety work shoes for industrial uses. Jose Corcuera, Ortiz y Cia. (agent), Bailen 17, Bilbao. WTD 12/14/64. TM 173.

Leather shoes, price range 270-300 pesetas (60 pesetas equal $1.00); wants to ship during November, December and May, June; annual production is 7,000 pairs. Sr. D. Manuel Ferrando, Director, Vicente Ferrando Navarro, (manufacturer), Donoso Cortes 18, Elda (Alicante). WTD 2/12/65. TM367A.

323 Glass Products

★★ SPAIN—Trade Mission

Chandeliers. Sr. Jose Maria Alcaniz, Mgr., Alcaniz International (agent), Calixto III, No. 22, Valencia. WTD 2/4/65. TM 402.

328 Cut Stone, Stone Products

★★ SPAIN—Trade Mission

Marble, building, all types. Sr. Baset, Mgr., Carlos Tortosa, S.A., C. Crespo 4, Valencia. WTD 2/12/65. TM 414.

Marble slabs, rough or polished, including table tops. Ramon Capella, Industrias Akelit (quarry), Calixto III 38, Valencia. WTD 2/12/65. TM 398.

329 Abrasive, Asbestos, Nonmetallic Mineral Products

★★ SPAIN—Trade Mission

Kaolin for utilization as bleacher for ceramic compounds, paints, plastics, rubber. Luis Altuna Calvo, Managing Director, Talleres Iturrigorri, Zamacola 124, Bilbao. WTD 12/30/64. TM 149.

331 Steel Mill Products

★★ SPAIN—Trade Mission

Steel tiles for factory, warehouse floors. Luis Maria Viar, Director General, Formeta, S.A. (manufacturer), Particular de Izaurieta 11, Bilbao. WTD 12/11/64. TM 167.★

354 Metalworking Machinery

★★ SPAIN—Trade Mission

Gear boxes for machine tools; complete units of specially designed machines for metalworking industry. Sr. D. Adolfo Leiva, Mgr., Adolfo Leiva (exporter), Paseo de la Pechina 66, Valencia. WTD 2/12/65. TM 408.

Precision engine lathes, shapers, radial, upright drills, milling machines. Jose Luis Arranz, Talleres Mecanicos Amasa, (manufacturer), Villarreal de Urrechua, Guipuzcoa. WTD 2/4/65. TM 162.★

Lathes, drill presses, machinists' vises. Jose Miguel Olabarria, Rep. and Julian A. Ugarte, Managing Director, Fundiciones y Talleres Mecanicos Azpiazu (manufacturer), Mendaro, Guipuzcoa. WTD 2/3/65. TM 190.★

Power hack saws, metal band saws, circular cut-off saws, turret lathes. Luis Antia, Construcciones Izarraitz (manufacturer), Apartado 10, Azcoitia, Guipuzcoa. WTD 2/2/65. TM 137.

Automatic lathes for metalworking. Ignacio Uranga, Construcciones Iralag (manufacturer), P.O. box 34, Azpeitia, Guipuzcoa. WTD 1/5/65. TM 113.★

Hydraulic double-housing planers, alternative

variators. Otto van den Berg, Director of Export/Import Department, Tecnik, S.A. (manufacturer), Paseo San Juan 97, Barcelona. WTD 12/14/64. TM 241.

Precision surface grinders. Victor Bueno, Construcciones Mecanicas Bumen (manufacturer), Barrio de Artiz, Zumarraga, Guipuzcoa. WTD 12/9/64. TM 112.★

Turret, engine lathes. Jose Elorza Corta, Nazabal y Compania, S.L. (manufacturer), Apartado 24, Azpeitia, Guipuzcoa. WTD 12/9/64. TM 139.★

355 Special Industry Machinery

★★ SPAIN—Trade Mission

Mortising and tenoning machinery for woodworking. Jose Luis Arranz, Talleres Mecanicos AMASA (manufacturer), Villareal de Urrechua, Guipuzcoa. WTD 2/4/65. TM 162.★

Textile machinery, all types. Joseph M. Bailac Cardial, Mgr. Commercial Department, Maquinaria Industrial S.A. (manufacturer), Apartado 56, Manresa (Barcelona). WTD 12/15/64. TM 280.

Peach pitting machinery; wants agent, price, $4200 fas, Spanish port. Sr. Juan Olmos Martinez, Talleres Saez (manufacturer, exporter, wholesaler), Apartado 26, Beniajan (Murcia). WTD 2/4/65. TM 406.★

362 Electrical Industrial Apparatus

★★ SPAIN—Trade Mission

Hydraulic brake for machine tools; all types of small electrical motors to be made to order. Desires distributor in U.S. Joaquin Rubio, Talleres Rubio (manufacturer), Palomar 36-38, Barcelona. WTD 1/8/65. TM 269.

371 Motor Vehicles

★★ SPAIN—Trade Mission

All types of pistons, piston rings, cylinder sleeves, pins; can quote competitive prices on quantities. Jose Luis Cacho Barona, Tarabusi, S.A. (manufacturer), Marcelino Oreja 7, Bilbao. WTD 12/17/64. TM 161.★

384 Surgical, Medical, Dental Instruments

★★ SPAIN—Trade Mission

Plastic gadget with diamond tip for opening crystal ampules. Manuel Diaz Gomez, Mgr., Koram Patentes (distributor), Pasaje S.M. Valdeiglesias 8, Madrid-2. WTD 1/19/65. TM 290.

387 Watches, Clocks, Clockwork Operated Devices

★★ SPAIN—Trade Mission

Watchmakers' lathes. Angel Alonso (manufacturer), J. F. de Lequerica 4, Bilbao. WTD 12/24/64. TM 148.

391 Jewelry, Silverware, Plated Ware

★★ SPAIN—Trade Mission

Bronze ecclesiastical figures, made from moulds over 200 years old. Sr. Jose Ripolles, Fundicion Rull (manufacturer), Vila y Vila 43, Barcelona. WTD 2/5/65. TM 326.

393 Musical Instruments, Parts

★★ SPAIN—Trade Mission

Guitars, wooden, wide price range, better grade. Sr. Carlos Valenciano, Director, Ofimex, S.L., (manufacturer), Tramoyeres 53, Valencia. WTD 2/12/65. TM 347.★

394 Toys, Amusement, Sporting Goods

★★ SPAIN—Trade Mission

Typical Spanish dolls. Antonio Oliva, Chief of Sales, Oliva y Sala (manufacturer), Carmen 37, Badalona, Barcelona. WTD 2/5/65. TM 327.

Straw bags, novelties. Sr. Jose Maria Alcaniz, Mgr., Alcaniz International (agent), Calixto III, No. 22, Valencia. WTD 2/4/65. TM 400.

399 Manufacturing Industries

★★ SPAIN—Trade Mission

Silk, cloth fans for ladies, artistic designs. Sr. D. Vicente Tomas Alagarra, Mgr. (manufacturer), G. V. Marques Turia, 36 Valencia. WTD 2/12/65. TM 342.

739 Business Services

★★ SPAIN—Trade Mission

Would like to act as purchasing agent for large U.S. buyer of various types of machinery, capital goods. Rosendo Trias, Director of agriculture machinery, Hansa Iberia, S.A. (agent), Avda. Jose Antonio 806-812, Barcelona. WTD 1/5/65. TM 244.

Visiting Buyers and Officials

Scheduled arrival dates and U.S. addresses indicated

AUSTRALIA—Nicholas Stenning, Partner, representing Stenning School of Fashion and N. M. Steiner & Co., Pty., Ltd., Foveaux House, 63 Foveaux St., Sydney, N.S.W., **interested in meeting principals of fashion design schools to conclude working arrangements for exchanging designs and patterns and treating diplomas on reciprocal basis.** Requesting technical information on fashion designs and U.S. standards on sizes. April 24 via San Francisco for about two weeks. c/o Field Offices in itinerary: San Francisco, St. Louis, Chicago, Philadelphia, New York. WTD 2/19/65 (Steiner); 2/25 (Stenning).

BRAZIL—Paulo de Tarso Muniz Sampaio, representing Retificadora Americana, S.A., Rua Dr. Alfredo de Castro 200, Sao Paulo. **Interested in observing overhaul shops for diesel engines.** March 15 via New York for 10 months. c/o G.M. Diesel Factory Service School, 134000 W. Auto Dr., Detroit, Mich., 48228. WTD 2/26/65.

SOUTH AFRICA—B. Rosenberg, representing Land, Sea & Air Equipment Co., Pty., Ltd., 6/7 Continental Bldg., Wynberg, C.P. **Interested in securing exclusive agencies for industrial plastics and industrial specialties,** requesting technical information to be accompanied with any offers. Arrived March 21 via New York for 23 days. c/o J.A. Ewing & McDonald, Inc., 470 Park Ave., S., New York, N.Y. Itinerary: New York, Philadelphia, Reading Pa., Wilmington, Del., Akron, Ohio, Chicago, Los Angeles. WTD 2/1/65.

J. Van Nimwegen, Director, Netherlands African Paint Factories, Pty, Ltd., P.O. box 46, Kuils River, Cape Province. **Interested in application of acrylic lacquer, paint production machinery, production methods.** Mid-March via New York for four-five weeks. c/o International Dept., Hercules Powder Co., Wilmington, Del. Itinerary: New York, Philadelphia, Detroit, Atlanta, San Francisco. WTD 9/11/64.

New Trade Lists

The Bureau of International Commerce has published the following new trade lists of which mimeographed copies may be obtained by firms in the U.S. from BIC-8120, Department of Commerce, Washington, D.C. 20230, and from Department of Commerce Field Offices. The price is $1 a list for each country.

Most of these lists are prefaced by a brief review of basic trade and industry data collected in making the compilations.

Books, Magazines and Periodicals Importers and Dealers—Portugal, March.
Dry goods and Clothing Importers and Dealers—United Kingdom, March.
Laundry and Dry Cleaning Industry—Finland, March.
Household Appliances Importers and Dealers—Japan, February.
Lumber, Plywood and Veneer Importers, Dealers and Exporters—Germany and West Berlin, March.
Machinery Importers and Distributors—Germany and West Berlin, February.
Machinery Equipment and Supplies, Electrical Importers and Distributors—Pakistan, February.
Machinery and Equipment, Except Electrical Importers and Distributors—Switzerland, February.
Machine Tools, Dies, Other Metalworking Machinery and Industrial Furnaces Importers and Dealers—Austria, February.
Petroleum Industry—Dominican Republic, January.

Libya extends deadline on two stadium projects

The Central Tender Board of Libya has extended the bid deadline for construction of the Benghazi Sports Stadium and auxiliary facilities to March 29. This project is Tender No. 515. (INTERNATIONAL COMMERCE, Feb. 22, p. 32).

The deadline for interested firms to bid on the Tripoli Stadium Project, Tender No. 512, also is extended to March 29.

Write: Secretary, Central Tenders Board, Ministry of Finance, Shiara Shatt, Tripoli, Libya.

Cement plant construction planned for Pakistan

Khan M. Azam, Chairman, Frontier Region Enterpriser, Karachi, Pakistan, has issued an invitation to bid for a 600 ton a day process cement plant. This is one of several cement plants to be built in West Pakistan.

Specifications will be available about March 15, and copies of the announcement are available on a short-term loan basis to firms in the U.S. from the GIE&C Division, BDSA—6320, Department of Commerce, Washington, D.C. 20230. (Telephone: 202-WO 7-5589).

Construction Projects

Reports from overseas on late building and construction.

BRAZIL—The World Bank, 1818 H St., NW., Washington, D.C. 20433, has approved two loans totaling $79.5 million for development of electric power in Brazil.

The loans, the first the Bank has made in Brazil since 1959, are for projects that will add nearly one million kilowatts to generating capacity in the south-central region, the industrial heart of Brazil.

A loan of $57 million is being made to Central Electrica de Furnas, S. A. (FURNAS) for construction of the 800,000-kilowatt Estreito hydroelectric plant on the Rio Grande; four units with a combined capacity of 533,000 kilowatts are to be installed initially. The second loan, $22.5 million, has been made to Usinas Electricas do Paranapanema (USELPA) for completion of the 400,000-kilowatt Xavantes hydroelectric power plant already under construction on the Paranapanema River.

FURNAS and USELPA supply power wholesale in the south-central region which includes Rio de Janeiro, Sao Paulo, and Belo Horizonte and contains over 40% of the country's population. Industry uses over 75% of all the electric power produced in the region.

The electricity supply comes from a large number of plants, mainly hydroelectric, built by Federal, State or private companies, which now have a total capacity of 4.4 million kilowatts.

The Brazilian Government, with the assistance of consultants working under a United Nations Special Fund grant, has studied the power market in the region for the past two years and estimates demand will continue to grow at the long-term rate of 10 to 11% a year. To meet the demand through 1970, a short-term emergency program has been prepared, calling for a doubling of power output by 1970.

The Estreito and Xavantes development are of high priority within this program. Execution of the program will be considerably facilitated by power rate policies being put into effect by the Government of Brazil to enable power companies to earn a satisfactory return.

The Estreito project will continue development of the hydroelectric potential of the Rio Grande. A Bank loan of $73 million was made to FURNAS in 1958 for the FURNAS hydroelectric plant with an initial capacity of 900,000 kilowatts; this plant is partly in operation and nearing completion.

The Estreito plant will be located 100 miles downstream from the Furnas plant.

The Estreito project is divided into two overlapping phases, both of which are to be finished at the same time. The Bank loan will be applied to the cost of the first phase which includes a dam 500 meters long and 80 meters high, a concrete intake structure and powerhouse on the left bank, a concrete spillway on the right bank, and the transmission lines necessary to connect the plant to the existing transmission network.

The powerhouse will be designed to contain six generating units, of which four with a combined capacity of 533,000 kilowatts will be installed initially. The second phase comprises a second transmission network to connect the FURNAS and Estreito plants to the principal consuming centers.

The Estreito plant will be built and operated by FURNAS. The project should begin operation in 1969; it is scheduled for completion in 1971 at a cost estimated at approximately $90 million. The Bank loan will cover $57 million of the total.

The remaining costs will be financed by FURNAS and Eletrobras. With the exception of the civil works, which are not being financed by the Bank loan, and spare parts for existing equipment and minor items, all major equipment, materials and services will be obtained on the basis of international competitive bidding. For the first time in the case of a World Bank loan to Brazil, Brazilian firms will participate in the international bidding for contracts being financed by the loan.

USELPA was organized in 1953 to develop and operate the hydroelectric power potential of the Paranapanema River. USELPA now has two plants in operation, both financed in part by earlier Bank loans totaling $23.4 million, a 60,000-kilowatt Salto Grande plant which began operations in 1958 and an 85,000-kilowatt Jurumirim plant which has been operating since 1962.

The Xavantes plant will be located upstream from Salto Grande. Construction involves diversion and intake tunnels, a dam 90 meters high and 430 meters long, and a powerhouse equipped with four 100,000-kilowatt generators. Also included is the construction of transmission lines to connect the new plant with the Sao Paulo system. Xavantes has been under construction for several years; the diversion tunnels are finished and the spillway is partly built. It is scheduled for completion in 1969.

Total cost of the project is estimated at $69.5 million. The Bank loan will provide $22.5 million of the total and the State of Sao Paulo, USELPA's principal shareholder, will provide whatever funds are required to complete the project. Equipment, materials and services still required will be obtained on the basis of international competitive bidding, with the exception of civil works and minor items.

EL SALVADOR—(1 colon = $.40). Construction soon will begin on a new 400-bed, $3 million Social Security Hospital, to be built by the Government. The construction will be undertaken by a Salvadoran firm, under supervision of a Mexican architect. Invitations to tender for the equipment inside the hospital will probably be issued by the end of this month. Notice of the tender will be published.

EL SALVADOR—(1 colon = $.40). The autonomous Salvadoran Urban Housing Agency (IVU) recently signed contracts totalling approximately $800,000 for construction of accomodations for 424 families.

The projects consist of 14 buildings of 16 apartments each and 200 private homes. Estimated cost of the multi-family buildings is ¢6,000 per apartment. Single dwellings to be built under the "self-help" (Esfuerza propio) plan, are estimated to cost about ¢3,000 per unit.

The new development is being constructed on a 31 acre site just north of San Salvador in the vicinity of Mejicanos.

ETHIOPIA—The United Nations Special Fund has recently completed a study of possibilities for land development through irrigation of the Awash Valley.

The report states that the present water supply of the river, including its downstream tributaries, is sufficient to irrigate about 63,000 hectares of land. Recommendations are made for a program which would, if implemented, divert other streams into the Awash and irrigate a total of 527,000 hectares, as well as contribute to flood control.

Two alternative plans were proposed. The first would involve construction of two major dams at Tendaho and Kessem, a Meki River diversion canal, various diversion dams, ditches and canals on the Awash as well as the necessary land clearing, buildings, at a cost of $120 million.

The second plan substantially would involve the same measures, but in two stages, the first of which would utilize all river water resources of the Awash Valley without construction of major dams. However, the Meki River diversion canal would be built in the construction of the major dams and the other smaller projects mentioned in the first plan.

Adoption of the second plan would not change the total cost of the recommended projects, but would split the cost into two segments, $52 million for the first stage and $68 million for the second.

Before the project is implemented, the Consultative Body of the UN Special Fund must approve the recommendation of the requesting country.

ITALY—(1000 lire = $1.60). ENI (Ente Nazionale Idrocarburi) will construct a 120 kilometer pipeline 16″ in diameter to link a newly discovered source of natural gas at Vasto (Province of Chieti) with Naples. Also scheduled to serve other smaller urban centers in the Abruzzi and Campania regions, the new pipeline reportedly will be in operation by December.

The new pipeline will give industries in Naples a source of energy offering many advantages in cost and convenience over conventional fuels presently available.

Supplementing the existing gas pipeline from the Ferrandina (Province of Matera) natural gas deposits to the province of Bari, the new Vasto-Naples pipeline should provide impetus to new industries in Southern Italy requiring substantial quantities of low cost thermal energy.

MALAYSIA—(M$100 = US$32.68). The World Bank has made a loan equivalent to $6.8 million for a project to increase the water supply to Singapore. The loan will finance the first stage of a long-range program to develop the considerable resources of the Johore River in the nearby State of Johore as a new source of water supply for Singapore. The project will provide enough water for Singapore's requirements until the mid-1970's and lay the basis for future expansion.

The loan was made to the Public Utilities Board (PUB), an autonomous public corporation responsible for water supply, gas and electric utilities in Singapore, which operates as a self-sustaining commercial undertaking. The Water Department of PUB supplies all water used for domestic, commercial, industrial and governmental purposes by Singapore's more than 1.8 million people as well as by a considerable sector of the population of Johore.

The Johore River project will increase the water supply by 30 million gallons per day, bringing the total production capacity to about 132 million gallons per day. It includes intake works on the Johore River, raw water supply conduits, a water treatment plant, pumping facilities, and 17-mile long transmission main. The project is scheduled for completion by 1968 at a total estimated cost of $13.7 million.

The Bank loan will cover foreign exchange requirements. Local currency costs will be met

by PUB from its own resources and loans from the Singapore Government. Purchase of all major items of imported equipment and the awarding of major construction contracts will be made on the basis of international competitive bidding.

MEXICO—(100 peso = $8.00). Plans are moving ahead at the University of Sonora in Hermosillo to construct a small portable pilot plant to produce ammonium diuranate from uranium ore. The plant, when completed, is expected to process about one ton of ore a day, which, when reduced, will provide several pounds of concentrate. The ammonium diuranate is to be shipped to Mexico City for storage or for transfer to the atomic nuclear reactor situated near the Mexican capital.

The plant will be the first of its kind to be erected outside Mexico's Federal District. Uranium ore will come from deposits in Sonora, where the greatest number of uranium ore deposits have been found. According to the State Director of Industrial Planning and Development, the plant will be in operation by July or August 1965. He assesses that the concentrate obtainable from the Sonora uranium ores will equal no more than half the concentrate processed from the similar Canadian ores.

Cost of the projected plant has been budgeted at $48,000, to be shared equally by the Mexican National Commission of Nuclear Energy and the Center for Scientific and Technical Investigation at the University of Sonora.

NEW ZEALAND—(1£ = $2.78). Tenders for construction of the six-lane Thornton Overbridge and Ramps are to be advertised in important cities by the Ministry of Public Works. Advance notification of this project was publicized in INTERNATIONAL COMMERCE Oct. 28, 1963. At that time, it was reported that this project was studied by the Ministry's consultants, De Leuw, Cather & Co., (126 Market St., San Francisco, Calif.) in their report entitled, "Comprehensive Transport Plan for Wellington, New Zealand."

Copies of the Ministry's Preliminary Statement are available for review at BDSA's Building Materials and Construction Industry Division, Department of Commerce, Washington, D.C. 20230. Additional copies reportedly are available at the New Zealand Embassy, 13 Observatory Circle, NW., Washington, D.C. Tenders are expected to close on Nov. 1 with construction to begin early next year.

NIGERIA—(1£ =$2.80). The International Development Association (IDA), an affiliate of the World Bank, 1818 H St., NW., Washington, D.C. 20433 has extended two credits totaling $35.5 million to Nigeria. One credit, $20 million, will assist in financing high priority education projects involving construction, expansion and equipping of secondary, technical and teacher training schools in northern, eastern, western and mid-western Nigeria and in the Federal Territory. The other credit, $15.5 million, will help finance a road project in Northern Nigeria which includes building three new roads totaling 224 miles, and improvement of another 50 miles of feeder roads.

Nigeria's National Development Plan 1962-68 gives priority to acceleration of education at all levels: more than 10% of the total planned expenditure has been allocated to education. The $20 million credit provides for expansion and improvement of secondary education throughout the country, with the introduction of much needed instruction in handicrafts and improved science teaching; expansion of vocational training; establishment of a technical teacher training college in Lagos and of a teacher training college in Northern Nigeria. Some 192 institutions are involved.

Quarterly Summary

A quarterly summary of planned construction projects, contract award stories and significant foreign government engineering or construction tenders that have been published in INTERNATIONAL COMMERCE and COMMERCE BUSINESS DAILY during October, November and December 1964, is available to U.S. firms from Trade Opportunities Staff, BDSA-6192, Department of Commerce, Washington, D.C. 20230. A pre-addressed mailing label should be included with the request. The Summary may be seen at any of the Department of Commerce Field Offices.

The Summary alphabetically lists country and category of project within the country and gives names and addresses of contacts as well as citation of original publication dates. Although demand has necessitated a second printing, only a limited supply is available. Requests will be filled as long as this supply lasts.

Total cost of the projects being assisted by the IDA credit is estimated at the equivalent of $30 million. Nearly 60% of the total will be for general secondary education, about 30% for technical training and the remainder for teacher training.

In Northern Nigeria, the largest of the four regions, much of the long-haul freight is carried by railroads, but an extensive road network is essential throughout the region to link with railway centers and to interconnect producing and consuming centers.

The Nigerian National Development Plan includes a six-year program for road development. The project now being financed includes high priority items selected after a study was made by consultants, financed in part by the World Bank, to evaluate the program. Two of the three new roads being built with IDA assistance will connect with the new Bornu railway extension in the northeast, recently completed with the help of a World Bank loan of $28 million made in 1958. One road will extend 128 miles from Maiduguri, the terminus of the railway, to Baga on Lake Chad. This road will open up an agricultural area to year-round traffic and will facilitate transport of agricultural products and fish from Lake Chad where the Northern Nigerian Government intends to expand the fishing industry.

The second road runs 82 miles from Biu to Gombe on the railway through a productive and densely populated area. Construction includes a 300-foot bridge over the Gongola River. East of the river, about 50 miles of feeder roads connecting with the new road will be improved. The Biu-Gombe Road is expected to stimulate increased production of such crops as groundnuts, rice, cowpeas, cotton, maize and pepper and will reduce transport costs.

The third road will extend 14 miles from Gumel to Maigatari, a large market center on the border with Niger. This road is part of the route to the important railhead at Kano in Nigeria and connects with new roads being built with IDA assistance in Niger. It will make possible an increase in agricultural production along its route, and should increase border trade with Niger, facilitating transport of products and people between the two countries. The IDA credit will also finance services of consultants to supervise road construction and procurement of soil laboratory equipment, additional accounting machines and installations for controlling vehicle loads.

Total cost of the project is estimated at $23.7 million. The IDA credit will cover the estimated foreign exchange costs of $15.5 million. Construction will be carried out by contractors after international competitive bidding.

PAKISTAN—(100 rupee = $21.00). According to recent reports, West Pakistan Water & Power Development Authority (WAPDA) is moving ahead rapidly with plans to begin construction of the Indus Dam at Tarbela. WAPDA asks prospective tenderers to submit their names this month for prequalification.

In August, construction tenders are to be called from among the prequalified firms with a submission deadline of November. Tenders will be awarded in March, 1966. In addition, tenders will be invited of prequalified bidders for the 3325' Indus Bridge at Tarbela in April and the bridge is to be completed by June, 1966, actual construction on the dam will presumably begin. The bridge contract is to be financed by the Government's own resources and not by the Indus Basin Fund. The cost of the dam is now estimated to be between $700-750 million.

PARAGUAY—(100 guarani = $.79) The Ministry of Public Works is preparing a study of construction of a super-highway between Asuncion and San Lorenzo. The highway would be 15 kilometers long, contain under- and overpasses, and be paid for through toll collections.

SOUTH AFRICA—Cape Town City Council's Finance, Foreshore and Property Committees have decided to recommend to the Council that it accept the approximately $3 million tender of the Trust Bank of Africa, Ltd., (Head Office: 112 Adderly St., Cape Town) for purchase of Lots K1 and K2 for a luxury-hotel site on the Foreshore at the foot of Adderly Street.

The Trust Bank plans to erect on the 33,113 sq. ft. site a skyscraper with a number of unusual architectural features. The building is expected to cost approximately $11.2 million.

The building would have a podium or base from which would rise two tower-like structures, the taller of the two rising to the height of 350 ft. At that point the building would have 33 to 35 floors. Part of the building would be a 200-bedroom luxury hotel, and provision would be made also for offices and a banking floor. One of the tender conditions was that the building must include parking for at least 200 motor cars.

SOUTH AFRICA—(1 rand = $1.40). The South African Mutual Life Assurance Society has invested in real estate construction and has planned and/or expended a total of R29 million. Some of the future projects to be constructed are a 25-story, tower-type structure, incorporating shops and apartments in Cape Town estimated cost of development R2.7 million—construction to start end of 1965 and an eight-story apartment house on beach-front property, including a supermarket on adjacent property in Cape Town—estimated cost R2 million; in Johannesburg a R1.25 million office building and shopping center, and in Durban a R2.3 million apartment and shopping center complex; R1.3 million to be invested in Kimberly and about R1 million in Port Elizabeth for offices, apartments and shopping centers.

Write: South African Mutual Life Assurance Society, Mutual Bank, Pine Land, Cape Town, Cape Province, South Africa.

TANZANIA—Ministry of Communications and Works proposes to construct by contract

Tanga School, a secondary school on the outskirts of Tanga. The School consists of the following single story buildings: Four teaching blocks; five common rooms (dining hall and kitchen, library, administration building, assembly hall, sanitary block and sick bay), and two story buildings including two classrooms, seven dormitory blocks, and houses for the teaching staff and concomitant playing fields, siteworks and services. Estimated value of the contract is £250,000.

All buildings are of load bearing concrete block walls with in-situ reinforced concrete floors and roof slabs. The contract will include the supply of all joinery, plumbing, electrical services, desks, loose furniture and kitchen equipment.

Tender documents will be issued on or about April 1 with a four-week tender period. The contract is expected to be awarded early in May. The building program requires approximately half of the works to be completed by December and the remainder of the work by mid 1966.

The Ministry also plans to construct Shinyanga School, a Secondary School on the outskirts of Mwadui. Road access is via unsurfaced all-weather roads. The school consists of single story buildings including four teaching blocks, five common rooms (dining hall and kitchen, library, administration building, assembly hall, sanitary block and sick bay). The two story blocks include two classroom blocks, seven dormitory blocks and houses for teaching staff and playing fields, siteworks, and services. Estimated value of the contract is £250,000.

All buildings are of load-bearing concrete block walls with in-situ reinforced concrete floor and roof slabs. The contract will include supply of all joinery, plumbing, electrical services, desks, loose furniture and kitchen equipment.

Tender documents will be issued on or about April 1, with a four-week tender period. It is expected that the contract will be awarded early in May. The building program requires that approximately half of the works be completed by December 1965 and the remainder of the work by mid 1966.

A Secondary School is planned on the outskirts of Korogwe. Road access is via surfaced roads and rail access is available to Korogwe. The school consists of single story buildings including four teaching blocks, five common rooms (dining hall and kitchen, library, administration building, assembly hall, sanitary block and sick bay), and two 2 story blocks including two classroom blocks, six dormitory blocks, and houses for teaching staff and playing fields, siteworks, and services. Estimated value of the contract is £250,000.

All buildings are of load-bearing concrete block walls with in-situ reinforced concrete floor and roof slabs. The contract will include the supply of all joinery, plumbing, electrical services, desks, loose furniture and kitchen equipment.

Tender documents will be issued on or about April 1 with a four-week tender period. It is expected that the contract will be awarded early in May 1965, and the building program requires that approximately half of the works be completed by December and the remainder of the work by mid 1966.

Tenderers will be required to visit the sites of the works before the date of closing of tenders.

Building Contractors experienced in the above class of work who wish to submit a tender for any or all of the projects should write: Principal/Secretary, Ministry of Communications & Works, P.O. Box 9144, Dar-es-Salaam, Tanzania. All communications should bear the reference: CW.C. 21730, be marked confidential and should reach this office not later than March 25. Financing is extended by the International Bank for Reconstruction & Development.

THAILAND—(100 baht = $4.80). A large pineapple cannery is planned about 200 miles south of Bangkok. The project is still in the preliminary stage, but reportedly is to be a joint venture of Thai and Taiwan capital. Interested American investors and suppliers should write: Mrs. Suneerat Tehran, c/o Rama Hotel, Silom Rd., Bangkok.

TURKEY—(100 lire = $11.11). The bid for construction of two diversion tunnels for the Keban Dam was awarded to the Turkish construction and engineering firm, Aril Insaat Sirketi, according to an announcement by the Minister of Energy and Natural Resources. The Aril bid of TL 68 million for the tunnels of 800 meter length and 16 meter width plus accessories, was described as the lowest among bids submitted by German, Italian and Japanese firms.

UNITED ARAB REPUBLIC—(1E£ = $2.30). A total of L.E. 1,128 has been allocated for various industrial projects under the Second Five Year Plan. Additions to the total plan, in non-industrial sectors, include L.E. 36 million for various medical projects covering establishment of 1,546 clinics, 50 medical centers, 15 laboratories, 42 nursing schools, three quarantine stations and contribution to a campaign against bilharzi and malaria; L.E. 158.5 million to be spent on new irrigation projects covering 750,000 feddans in Upper and Lower Egypt, and on conversion of 973,000 feddans from basin irrigation to perennial; L.E. 30.3 million to be spent on expansion of university facilities, allocated as follows: L.E. 6.3 million to the Cairo University, L.E. 4.1 million to Alexandria University. L.E. 4.9 million to Ein Shams University, L.E. 6.0 million to Assiut University, L.E. 4.7 million to Mansoura University, and L.E. 4.3 to Tanta University. Only L.E. 154,000 has been reported as allocated to inland transport for the purchase of 22 large trucks and trailers.

URUGUAY—(100 peso = $13.51). Bids opened on two internationally financed highway projects, one involving 115 kilometers of Route 5 (North-South) and the other 133 kilometers of Route 26 (East-West). Two Argentine firms, one Brazilian firm, one Italian firm, and six Uruguayan firms have presented bids, ranging from $4.5 to $12.4 million of the Route 26 section and $5.5 to $9.3 million on the Route 5 section. The bids will be intensively studied before an award is made.

A second call for bids covering the remaining portions of Routes 5 and 26 is expected with the bid opening probably taking place in June. When completed, these North-South and East-West highways will roughly divide Uruguay into four quadrants and further open up the interior for commerce.

Iraq invites subcontractors for irrigation equipment

The Directorate General of Irrigation, Ministry of Agrarian Reform, Baghdad, Iraq, invites interested firms to supply earthmoving and water control equipment for the Husseiniya System North Project, located in the vicinity of Kut.

This is part of the Dalmaj Irrigation Project and it is Contract No. D J5, with an April 1 deadline.

The work for this contract consists of about 3.9 million cubic yards of earth work including approximately 137 miles of main and 373 miles of branch canals and drains, 62 large structures and 227 small structures; the structures to be of concrete with water control equipment.

One set of three volumes, including Conditions of Contract, the Contract and Drawings, is available for review only to firms located in the U.S. in the Building Materials and Construction Industries Division, Rm. 4014, BDSA-6460, Department of Commerce, Washington, D.C. 20230.

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Write: the Foreign Commerce-Foreign Policy Department, Chamber of Commerce of the United States, 1615 H Street, NW., Washington, D.C.

***Synthetics and Their Effects on Agricultural Trade.* Food and Agriculture Organization of the United Nations, Rome. 59pp. $2.**

This book presents a picture of the present market relationships between rubber, textile, leather, fat and oil products and their man-made substitutes.

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Write: U.S. Representative, Colon Free Zone, 247 Park Avenue, New York, N.Y. 10017. *V.T.*

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23—"Show You" In-Office Workshop on Export Expansion Field Office, **St. Louis.** Sponsors: REEC; World Trade Club.

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23—"First Step" Export Workshop, Third National Bank, **Nashville, Tenn.** Sponsors: Third National Bank; Field Office, Department of Commerce.

23-25—48th Annual Conference, International Executives Assn., Hotel Statler Hilton, **New York.** Speaker: E. E. Schnellbacher, Bureau of International Commerce; Daniel L. Goldy, National Export Expansion Coordinator.

24—In-Office Conference on "Profits in Export Trade," 10 a.m., Field Office, **Philadelphia.** Sponsor: Field Office, Department of Commerce.

24—In-Office Export Conference, Field Office, **Minneapolis.** Sponsors: Field Office, Department of Commerce; REEC.

24—World Trade Seminar, Town House, **Kansas City.** Sponsors: REEC; Field Office, Department of Commerce; Chamber of Commerce.

24—In-Office Export Finance and Insurance Seminar, Field Office, **San Francisco.**

24—"Principles and Techniques in Exporting." 1st of eight weekly sessions, **Torrington, Conn.** Sponsors: REEC; Chamber of Commerce; State Board of Education; Department of Commerce.

24—In-Office Workshop, 10 a.m.-12 noon, Field Office, **Cleveland.** Sponsors: REEC; Field Office, Department of Commerce.

25—Narragansett Conference on Industrial Modernization. Sheraton-Biltmore Hotel, **Providence.** Speaker: James F. Collins, BDSA. Sponsor: Department of Commerce.

25—World Trade Club, monthly dinner meeting, Fred Harvey's Restaurant, **St. Louis.**

25—Export Procedures Course, Hotel Continental, **Kansas City, Mo.** Sponsors: Field Office, Department of Commrece; International Trade Club of Kansas City.

25—In-Office Export Conference, 10:30 a.m., Field Office **Miami.** Sponsors: Field Office, Department of Commerce; REEC.

25—In-Office Workshop on Export Expansion, Skokie Valley Industrial Assn., **Skokie, Ill.**

26—In-Office Seminar, Field Office, **Los Angeles.**

27—6th Annual Congress of the Michigan Assn. of the Professions, Pantlind Hotel, **Grand Rapids, Mich.** Speaker: Dr. Andrew W. Brimmer, Asst. Secretary of Commerce for Economic Affairs.

29-31—20th Mississippi Valley World Trade Conference, Jung Hotel, **New Orleans.** Speakers: Thomas C. Mann, Under Secretary of State for Economic Affairs; Roy Gootenberg, Bureau of International Commerce.

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31—American Marketing Assn. International Roundtable, Hulling's Restaurant, **St. Louis.** Sponsors: American Marketing Assn.; REEC.

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8—International Trade Club of Chicago, LaSalle Hotel, **Chicago.**

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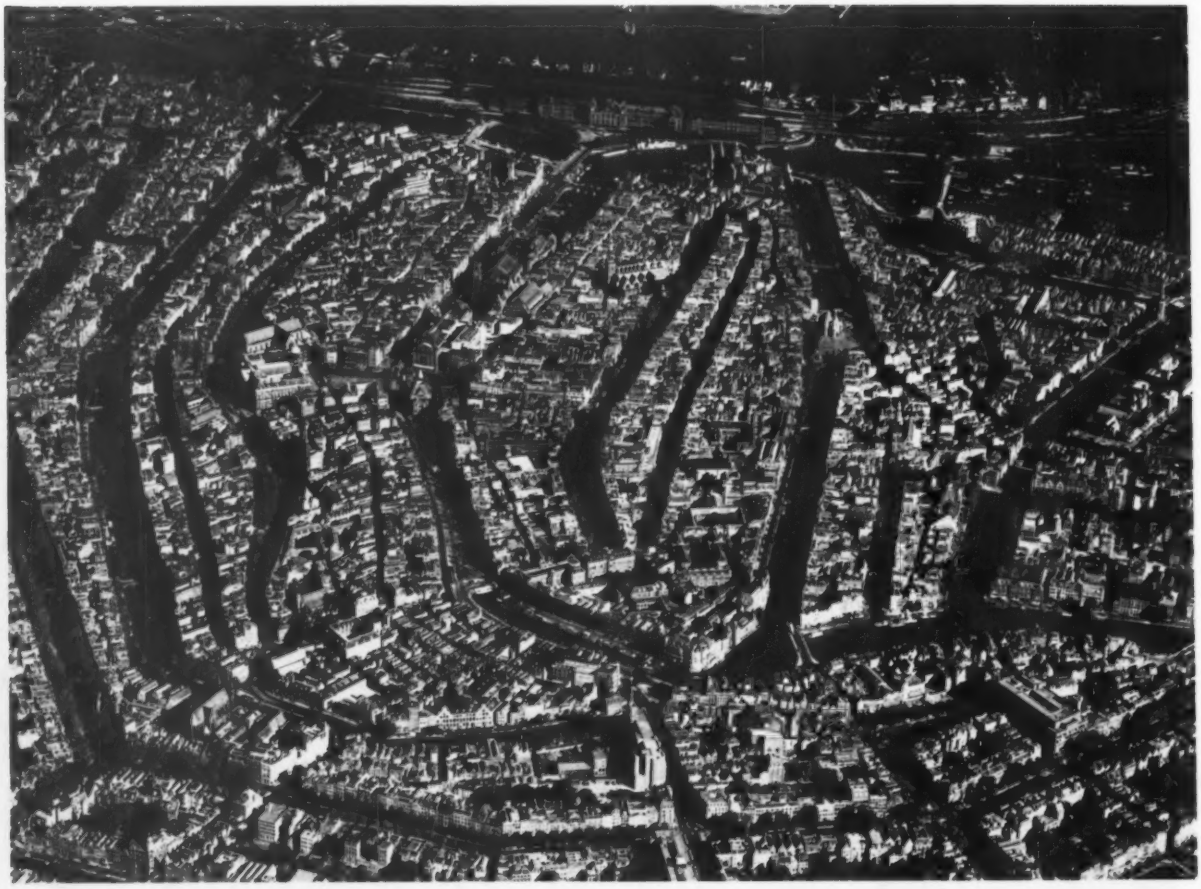

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